Trade and Industry

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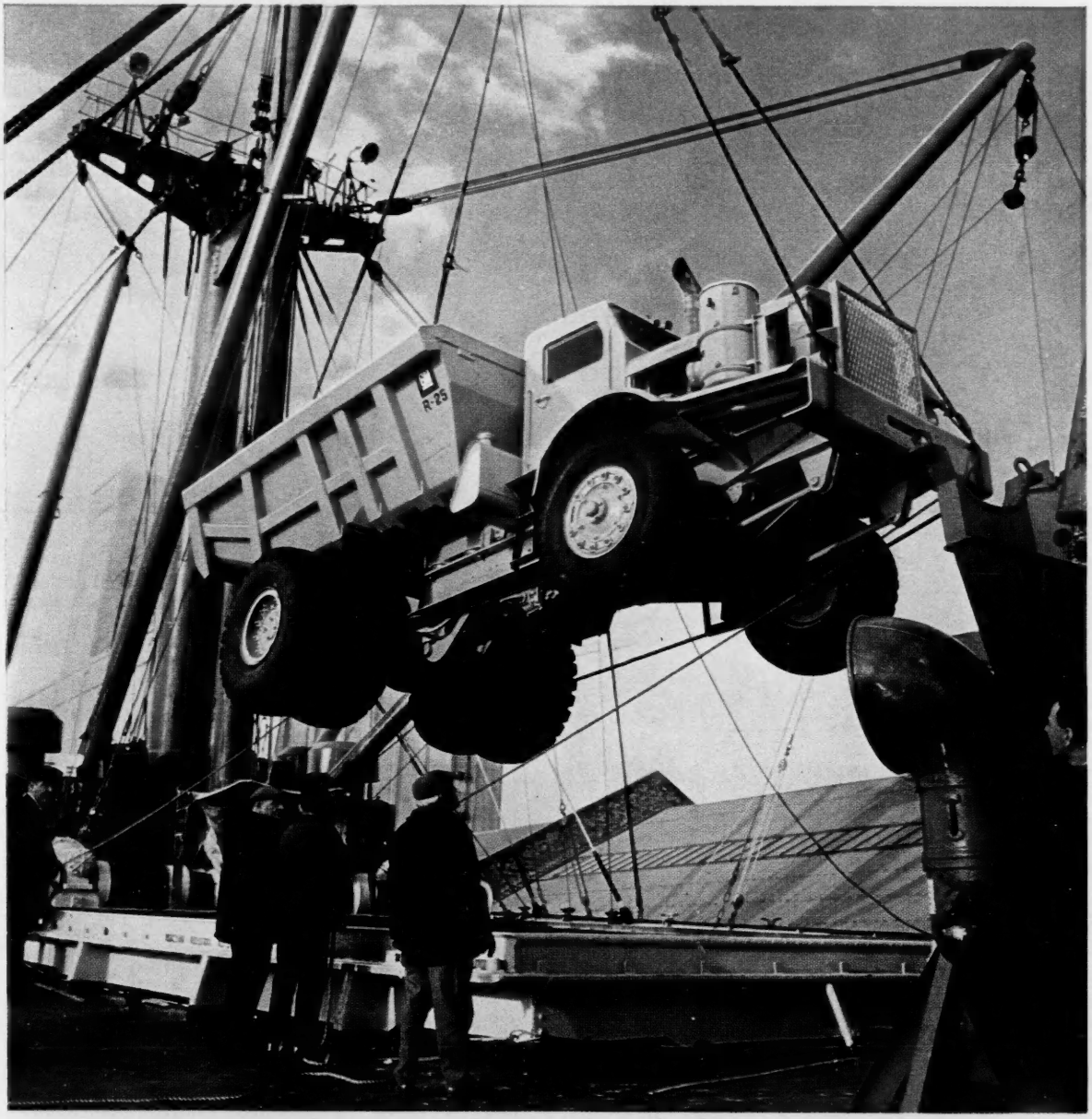

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Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Congo (Kinshasa), with its expanding developments, is an area of growing importance to Elder Dempster Lines Ltd., a member of The Ocean Steam Ship Group. Southbound cargo carried by the Line to this country in 1970 reached 61,000 tons, an increase of more than 30 per cent on 1969. Elder Dempster operates a fast service with a monthly sailing from Liverpool and one every three weeks from London.

In the cover picture, one of four Terex R. 25 Rear Dumps, each weighing more than 21 tons is being loaded on the SS Pegu of the Elder Dempster Lines. The units, part of an order worth nearly £750,000 are manufactured by General Motors Scotland Ltd., and will be used to carry rock and earth during construction of the Inga Dam presently under construction in the Van Deuran Valley 100 km from the mouth of the River Congo.

LATE ANNOUNCEMENTS

Footwear and cereal foods referred to monopolies commission

THE MONOPOLIES Commission was asked on June 18 by the Secretary of State for Trade and Industry, Mr. John Davies, to investigate and report on the supply and export of machinery for the manufacture of footwear and on the supply of ready cooked breakfast cereal foods. Any person or organization wishing to offer evidence in relation to this matter should write to the Secretary, Monopolies Commission, New Court, 48 Carey Street, London, WC2A 2JT.

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, announced to the House of Commons on Monday, May 17, the Government's decision to refer electricity and gas connection charges, the practices of parallel pricing, the supply and export of boot and shoe machinery and the price of breakfast cereals to the Monopolies Commission.

Electricity and gas connection charges, and parallel pricing were referred to the Commission on May 19, when the Commission already had before them the following monopoly references: fire insurance, asbestos and certain asbestos products; starch, glucose and modified starches; wire and fibre ropes.

Copies of the new references are given below:

MACHINERY FOR THE MANUFACTURE OF FOOTWEAR

Whereas it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965, applies prevail as respects:

(a) the supply in the United Kingdom, and

(b) exports from the United Kingdom;

of machinery, for the manufacture of footwear.

Now, therefore, the Secretary of State in exercise of his powers under Section (2)1 of the said Act of 1948, as so amended, hereby refers to the Monopolies Commission for investigation and report the matters of such supply and of such exports.

The Commission shall as respects such supply and such exports investigate and report:

(a) whether the conditions to which the said Act, as amended, applies in fact prevail and if so, in what manner and to what extent;

(b) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and

(c) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

BREAKFAST CEREALS

Whereas it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948, as amended by the Restrictive Trade Practices Act 1956 and the Monopolies and Mergers Act 1965, applies prevail as respects the supply of ready cooked breakfast cereal foods.

Now, therefore the Secretary of State in exercise of his powers under Section 2(1) of the said Act of 1948 as so amended, hereby refers to the Monopolies Commission for investigation and report the supply within the United Kingdom of ready cooked breakfast cereal foods.

The Commission shall as respects such supply investigate and report on whether the conditions to which the said Act of 1948, as so amended, applies in fact prevail.

The Commission shall, if they find that the said conditions prevail as respects such supply thereafter confine their investigations to the question whether the following thing is done by the parties concerned as a result of, or for the purpose of preserving, those conditions, that is to say:

the determination of the level of the prices at which the said goods are supplied,

and if so whether or not it operates or may be expected to operate against the public interest.

United States: Foreign inspection of compressed gas cylinders

A NOTICE IN *Trade and Industry* of January 27, 1971 announced the United States Department of Transportation's intention to hold public hearings to discuss the regulations requiring that the inspection and chemical analysis of compressed gas cylinders should be carried out in the United States – a provision which has effectively barred foreign manufacturers from exporting to the United States market.

As a result of these hearings changes in the regulations have been proposed which would give the United States Hazardous Materials Board the power to authorize foreign inspectors to carry out these tasks. The new proposals are open for public comment until September 9, 1971.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	28 April 1971
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	16 June 1971
Bankruptcy orders (Q)	5 May 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	28 April 1971
Industry's capital expenditure (Q)	16 June 1971
Catering trades turnover (M)	16 June 1971
Chemicals industry (Q)	26 May 1971
Companies:	
Acquisitions and mergers (Q)	19 May 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	28 April 1971
Computers:	
UK computer market (Q)	2 June 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	16 June 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	9 June 1971
Electronics capital equipment deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	9 June 1971
Cinema admissions and takings (M)	26 May 1971
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar 1971
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	16 June 1971
Industrial countries trade and production (Q)	12 May 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1971
Unit value and volume index nos. (M)	16 June 1971
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	12 May 1971
Gold and convertible currency reserves (M)	9 June 1971
Hairdressing trades turnover (M)	16 June 1971
Hire purchase business (M)	16 June 1971
Industrial building (Q)	28 April 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	26 May 1971
N. Ireland index (M)	26 May 1971
Wales index (Q)	31 Mar 1971
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	16 June 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	16 June 1971
Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (Q)	2 June 1971
Deliveries (Q)	2 June 1971
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	9 June 1971
Motor trades turnover (M)	16 June 1971
Office development permits (Q)	2 June 1971
Partnerships registered (A)	27 Jan. 1971
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	2 June 1971
Retail trades:	
Index nos. (M)	16 June 1971
N. Ireland index (M)	26 May 1971
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	16 June 1971
Stocks:	
Distributive and service trades (A)	28 April 1971
Industry's stocks (Q)	16 June 1971
Retail (M)	16 June 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	This week
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	16 June 1971
Wool exports (Q)	This week
Wool output (M)	This week
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	16 June 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	This week

Department of Trade and Industry's Organizations, etc.

Subjects	*Last Published*
British Commercial representatives overseas	7 April 1971
Business Monitor titles	31 Mar. 1971
Customs notices of interest to exporters	16 June 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
ECGD local offices	16 June 1971
Index – Jan.-Mar. 1971	26 May 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	This week

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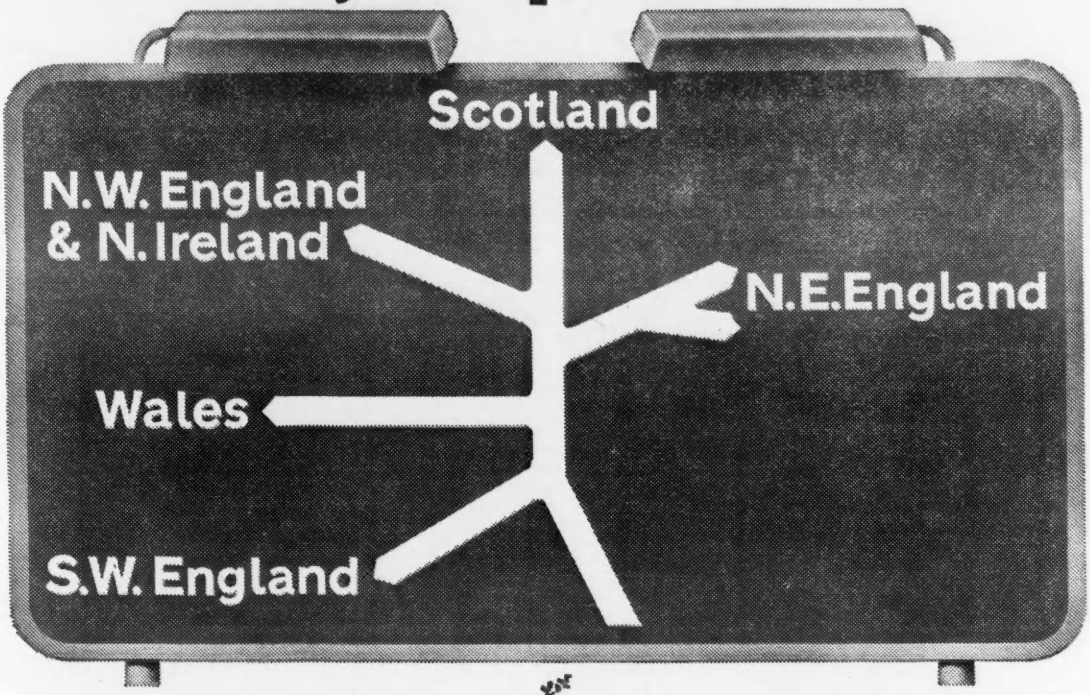
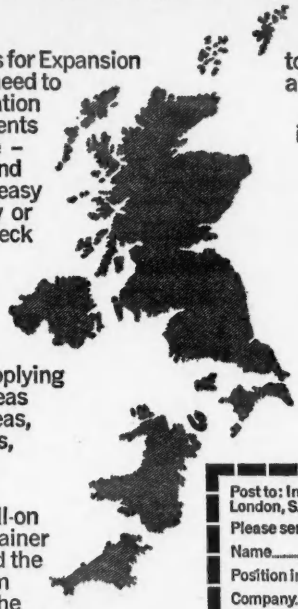
Today the Areas for Expansion are just up the road



If you think that the Areas for Expansion are at the back of beyond, you need to catch up with the new situation created by transport developments in recent years. For example – Glasgow, Newcastle, Cardiff and Liverpool are now all within easy reach of London by motorway or Inter City rail services. Just check the journey times.

So a separate works in one of these Areas need not mean managers being away from their normal bases for long spells nor problems in supplying customers promptly. These Areas consist of the Development Areas, the Special Development Areas, the Intermediate Areas and Northern Ireland.

Freightliner services, roll-on and roll-off shipping and container services have also transformed the movement of goods to and from the Areas for Expansion–and the less congested local roads which link them to the motorways, railways, seaports and airports give a further advantage.



Other benefits to be gained from these Areas include plenty of room to expand, readily available labour and cash grants. With so many incentives your company could be well placed to achieve its aims for future growth – just by moving up the road.

For more information on the Areas for Expansion get in touch with us at "Industrial Expansion" at the Department of Trade and Industry. We aim to provide industrialists with the impartial help they need in finding the right location for a successful project.

Filling in the coupon is all you need do to start getting the facts at your fingertips. Why not do it now? Or telephone 01-222 7877 Ext 3333.

Certain areas hitherto designated as Development Areas have now been made Special Development Areas and a few new areas have been given Intermediate Area status.

Post to: Industrial Expansion, (TI7) Department of Trade & Industry, 1 Victoria Street, London, S.W.1.

Please send me literature describing the benefits available in the Areas for Expansion.

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1	2	AMSTERDAM	1	2	2	5	MADRID	–	–
2	4	BARCELONA	–	–	2	3	MANNHEIM	2	4
2	3	BASLE	2	3	2	4	MUNICH	1	4
1	6	BERLIN	1	8	1	3	NURNBERG	2	3
1	3	BIELEFELD	1	3	4	3	PARIS	1	4
2	2	BRUSSELS	–	–	3	5	PRAGUE	3	5
2	5	CHIASSO (FOR	–	–	2	2	ROTTERDAM	1	2
–	–	ITALY)	2	5	3	4	SALZBURG (FOR	–	–
1	3	COLOGNE	2	3	–	–	YUGOSLAVIA	–	–
3	4	COPENHAGEN	2	4	–	–	AND GREECE)	2	4
2	3	DUSSELDORF	1	3	1	3	STOCKHOLM	–	–
2	3	FRANKFURT	2	3	2	3	STUTTGART	3	3
1	2	GOTHENBURG	1	2	2	18	TEHERAN VIA	–	–
2	3	HAGEN	2	3	–	–	MUNICH	1	18
1	4	HANOVER	1	4	2	4	VIENNA	2	6
1	7	LISBON	–	–	2	3	WATERFORD	–	–
1	3	LYON	1	3	2	4	ZURICH	2	6

From MANCHESTER DEPARTURES PER WEEK	TRANSIT IN DAYS		To MANCHESTER DEPARTURES PER WEEK	TRANSIT IN DAYS	From MANCHESTER DEPARTURES PER WEEK	TRANSIT IN DAYS		To MANCHESTER DEPARTURES PER WEEK	TRANSIT IN DAYS
1	6	BARCELONA	–	–	2	4	PARIS	–	–
3	4	BASLE	2	4	–	–	STUTTGART	2	5
2	4	BRUSSELS	–	–	2	6	VIENNA	–	–
–	–	CHIASSO	1	5	DAILY	3	WATERFORD	–	–
–	–	DUSSELDORF	1	4	1	5	ZURICH	–	–

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4	3	WATERFORD	–	–	–	–	–	–	–

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2	1	BELFAST	–	–	–	–	–	–	–

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Britain's Export Intelligence Service—'the only fully operational system of its kind'

– MR. MICHAEL NOBLE

To mark its first year of operation, the Computerized Export Intelligence Service of the Department of Trade and Industry invited representatives of the CBI, ABCC, the British Export Houses Association and other major trade organizations to a special presentation, introduced by Mr. Michael Noble, Minister for Trade. Mr. Noble pointed out that the United Kingdom is the first country to provide a fully operational export intelligence system tailored to individual exporters and their organizations.

Mr. Michael Noble, Minister for Trade, introduces the Export Intelligence Presentation at Neil House on June 16.

Government policy on export promotion

MR. NOBLE INTRODUCED HIS REMARKS by outlining the broad objectives of the Government's export promotion policy. 'Someone could argue', he said, 'that, with trade in visibles pretty well in balance and with invisibles continuing to show a healthy surplus, there is less need for Government to stimulate exports by way of financially assisted promotions, the provision of intelligence and other practical forms of help. That someone is not and will never be me. For Britain exports and our overseas earnings are vital – in the proper sense of that word. We have to fight to keep our place in the export field, fight against inflation, fight against complacency in Government or industry, fight against apathy, fight against some of the most sophisticated new exporting countries. If we fail we lose our existing standard of living let alone improve it.

'We all now know that the way ahead in exports does not lie along the path of general exhortation to industry and commerce, nor along the path of indiscriminate dispensing of the Government's export promotion services to all comers. It is necessary today to maintain an export promotion service of about the present magnitude but to try to make it more cost-effective in its support to exporters. If we haven't all the money we might want, let us make what we have work at full stretch. This is what we mean when we refer to selectivity in providing services. We must work more closely in harness with exporters and exporting organizations – to use the jargon, with meaningful exporters; that is, those who have the means, the organization and the determination to succeed in the export market. It is not only the giant firms who have these attributes; many small firms have demonstrated that able management and drive can produce profitable export business.

'What we have to do is to tailor the Government's export services, at home and overseas, so that

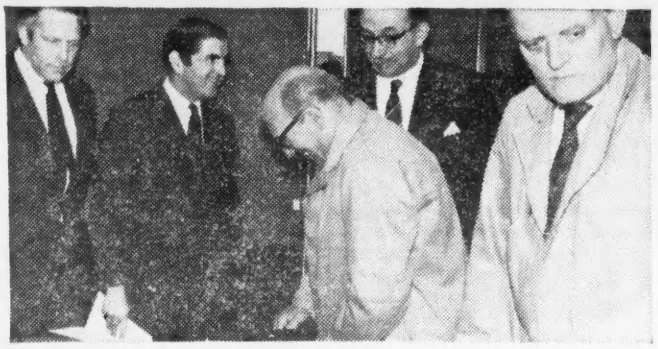
- our officers concentrate their energies on the more rewarding areas of work
- and they do it secure in the knowledge that the firms they are assisting mean business.

'The steps we have taken so far are pointers to this policy. We have introduced greater selectivity into the Overseas Trade Fairs scheme; with the new British Export Board we shall have a single organization run as a business board by businessmen; we have instructed our officials to reduce time and effort spent on playing hide and seek in search of an elusive potential exporter. We are also looking at the pros and cons of making a charge for certain services because this is the real test of whether a service is valuable to the user.

The advantages of the Export Intelligence Service

'Those of you who are subscribers to the Export Intelligence Service will I hope agree with me that this particular service fits well with the policy I have described. It is a service tailored to individual exporters and their organizations; it invites them to specify their requirements in overseas market information; it delivers selected information swiftly and in compact form to a named individual; and it does it at a reasonable charge.

'But its value is not solely in the service it performs for the individual exporter. When you have a sufficient number of exporters who record their export interests in terms of markets,



Visitors at the Export Intelligence Presentation are shown the automatic despatch machine which envelops and franks intelligence for despatch by first class post.

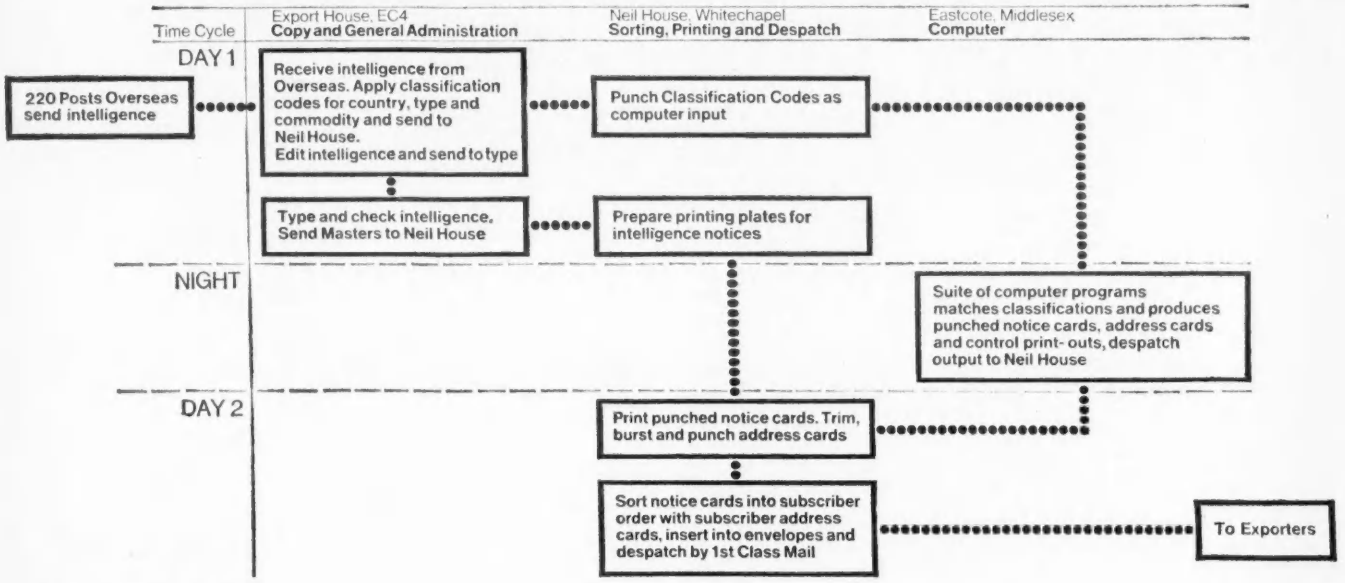
products and services, then you can, with the aid of the computer, examine the pattern of industry's interests, and you can start to deploy your services accordingly. Let me give you an example. If we want to consult industry about a major market drive, such as the Trade Drive in Denmark in 1972, we can be immediately in touch with all those firms and Trade Associations and Chambers who have expressed their specific interest in Denmark. Furthermore, we can break down total population of those interested in the market into industries and into product groups and this is a useful guide when considering what kind of promotions might be included in the drive. As seems to be the experience of many who go over to computerized operations we are recognizing new usages and fresh possibilities which were not evident to us when the pioneer work was done. It is clear to us now that Export Intelligence is coming to play a leading role in our range of export promotion services.

'The Service has been in operation for just about one year; when you launch a brand new product it very rarely goes 100 per cent smoothly and you learn a lot on the way. We have had a few bugs in the system but they have been steadily shaken out and we now think we have a pretty good product which we confidently recommend to exporters.

'You may know that the export promotion organizations of many countries are engaged in investigating the application of ADP to market information and its dissemination to exporters. A good deal of work in this field is going on in the other European countries and we are collaborating closely with our European colleagues. Our Export Intelligence Service is the only fully operational system of its kind, and the United Kingdom is first in the field of providing this kind of service to exporters.

'After one year the Service has reached one substantial objective, to provide its intelligence to 5,000 exporters. In entering its second year we aim to do even better and give more exporters an opportunity to improve their performance.'

Flow Chart for the receipt preparation and despatch of Export Intelligence


Time Cycle
Export House, EC4
Copy and General Administration
Neil House, Whitechapel
Sorting, Printing and Despatch
Eastcote, Middlesex
Computer
DAY 1
220 Posts Overseas send intelligence
Receive intelligence from Overseas. Apply classification codes for country, type and commodity and send to Neil House.
Edit intelligence and send to type
Punch Classification Codes as computer input
Type and check intelligence. Send Masters to Neil House
Prepare printing plates for intelligence notices
NIGHT
Suite of computer programs matches classifications and produces punched notice cards, address cards and control print- outs, despatch output to Neil House
DAY 2
Print punched notice cards. Trim, burst and punch address cards
Sort notice cards into subscriber order with subscriber address cards, insert into envelopes and despatch by 1st Class Mail
To Exporters

HOW EIS WORKS

1. The Computer records any combinations of the following:
   (a) what products you offer for export
   (b) the types of commercial information you want to receive
   (c) the countries for which you want commercial information.
2. Every day the British Commercial Officers in 220 Overseas Posts in 110 countries feed into London by telex, telegram and letter hundreds of Export Information Notices.
3. The same night the computer matches up the Export Information Notices with your **individual requirements.**
4. The next day these Matched Notices, printed on punched cards (similar to the specimens on the back page) are mailed to you.

HOW TO JOIN EIS

Write to: The Director, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, quoting your name, company, address, and telephone number. On receipt of these details, the Director will arrange for a representative to call on you to discuss your individual requirements.

WHAT EIS COSTS

£25. This sum will provide you with 500 Notices on every country/subject for which you have registered, *over any period.* In other words each export opportunity sent to you will cost you only 5p. The computer will bill you for a further £25 as soon as you have received 500 notices.

Computerized Export Intelligence after its first year

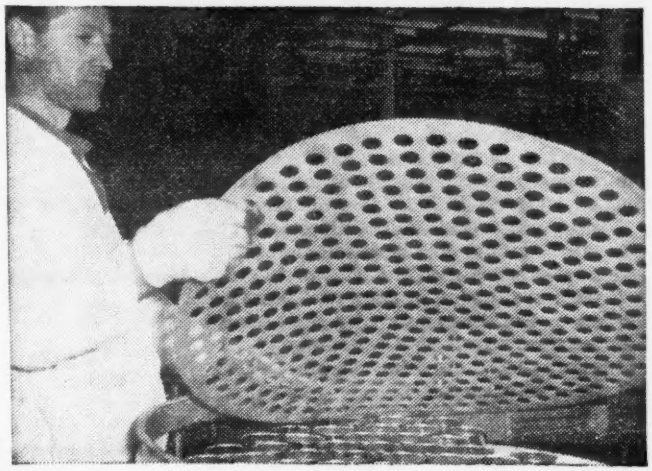
By G. McMahon, Director, Export Data Branch, Department of Trade and Industry

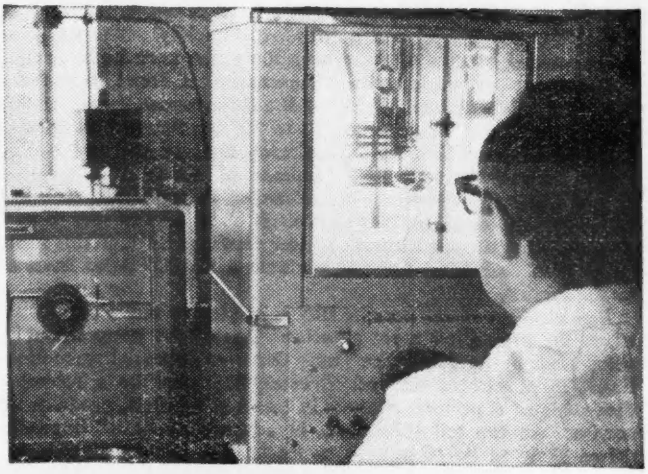
Export Intelligence now flows into London from all over the world at the rate of 50,000 items a year. Each night the DTI computer at Eastcote compares these with the individual requirements of 5,000 of Britain's exporters. Each successful match is printed on a special card, posted next day to arrive with the early mail on the desks of firms' export executives. Although not every card offers the chance of a golden contract, hard-sell opportunities represent three-quarters of all intelligence sent out – at 5p a time (including first class postage!).

A year has passed since we launched the computerized Export Intelligence Service (EIS) under the banner of speed, selectivity and tailor-made intelligence. It is still the only fully operational system of its kind in the world, though other countries are working towards similar projects. So Britain's exporters are the first to benefit from a service which has attracted experts from some 25 countries to come and study it. No one expected that it would be without teething troubles. But with one year's experience these have been largely removed. Moreover, new uses and fresh possibilities of the scheme are being recognized which were not evident when the system was pioneered.

The facts of Export Intelligence are simple and already well-known to many British exporters. Each subscriber is asked to choose from a list of 14 types of intelligence which kinds he wishes to receive, from which countries and for which products or services. His choices are coded, punched on a card and fed to the computer. Meanwhile, information and export opportunities gathered by commercial officers of the Diplomatic Service in over 100 countries is continuously despatched to London, half of it by telex or cable. This is immediately edited, coded, typed and punched and fed to the computer. When an item of intelligence is success-

(*Continued on next page*)



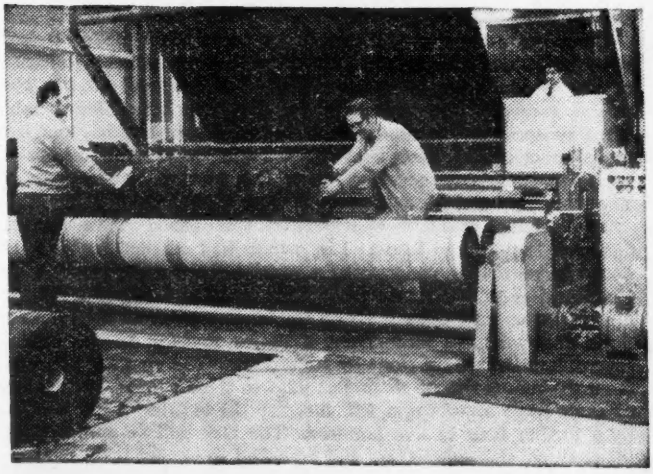


ABOVE LEFT

This perforated disc is a plastic retort crate separator used in the manufacture of canned food products. It serves to separate the layers of cans filled with uncooked food before they go into the retort (or oven) to be cooked. These discs are made by W. J. Hart and Sons (London) Ltd., who export 60 per cent of their food machinery products. As a direct result of using the computerized Export Intelligence Service, this London firm this week received an order from Fiji for their food machinery worth £20,000.

ABOVE RIGHT

Wax viscosity determination in the laboratories of Kerax Thermoplastics Ltd., of Preston, Lancs., who subscribe to the EIS. This firm reported that as a direct result of using this service they appointed an Italian agent from whom regular business is now coming.



RIGHT

A carpet made by Associated Weavers Ltd., Carpet Division, of Bradford, is here seen coming off a design dyeing unit. This firm is a regular subscriber to the EIS service and report that as a direct result they have appointed an agent in Iceland from whom they are now receiving orders. In the first five months of this year they have already exceeded their total export turnover of last year.

COMPUTERIZED EXPORT INTELLIGENCE, *continued*

fully matched with the code of an exporter who has requested it, this is recorded, printed onto a card and posted next day. The cost is now £25 for 500 items, over any period. Cards giving advance notice of overseas trade fairs and promotions and quarterly reports on the latest market situation in over 100 countries are sent free of charge.

Most of the benefits of Export Intelligence are self-evident. Exporters can tell us just what information they want. Armed with this knowledge we are better equipped to seek out the most valuable leads. The system ensures that all available information is sent quickly and to the man who can act on it. From the overseas buyers' point of view it also offers a fast link-up with the British exporters who can best serve their needs. Because information is privately and selectively conveyed the service is often more acceptable to overseas customers who do not want their business universally broadcast. Another virtue is that information is less likely to be seen and used by British firms' competitors in other countries. A condition of subscribing to Export Intelligence is that the information received is used solely for promoting the exports of British goods.

High praise

The year's experience has shown the value which many of Britain's exporters, both large and small, place on the service as a whole. We have received many comments from directors, sales and export managers who describe the system as 'extremely efficient', 'absolutely invaluable' and a 'wonderful facility'. The speed and labour-saving aspects of the system have also been highly praised.

Others are pleased for specific reasons: Mr. J. Hone, Export Sales Manager of Associated Weavers, Bradford, wrote to say that an item from Export Intelligence 'led to the appointment of an agent in Iceland from whom we have already received the first batch of orders'. Similarly, Mr. T. P. Willcox of Kerax Thermaplastics, Preston, thought we would be 'interested to learn that an Italian agent was appointed entirely as a result of an inquiry sent to us by you, and that regular business is now resulting through this agent.' W. J. Hart and Sons, London attribute a £20,000 order from Fiji to the service.

Besides these direct benefits EIS is helping to make other forms of export promotion more effective. One of the more recent developments in the field is the Trade Drive – a sustained promotional thrust in a selected market. Because EIS provides a record of thousands of exporters' interests in terms of markets, products and services, we can tell subscribers in advance about all impending drives likely to be of interest to them. The pattern of exporters' interests which emerges from the computer also guides us on the types of promotion that might be included in a drive. In the next couple of years we are planning trade drives in two very promising markets, Southern Germany and Denmark. Export Intelligence is already doing a lot to help make these drives a success.

Considering the fact that people are more often moved to write when they have a complaint than when they are satisfied, criticisms of the service have been surprisingly few. Almost all the complaints received stemmed from the computer's teething troubles when subscribers occasionally received irrelevant notices; and from the product classification system being too broad which sometimes meant that exporters received too wide a spectrum of information. The first problem is now virtually a thing of the past.

The original product classification was based upon the new Customs Import and Export List which was adapted for EIS purposes, in particular by creating a special chapter for projects, services, and plant and equipment. Our experience over the last year has shown us that there is scope for improvement of the classifications and we have undertaken a major revision in the light of several hundred suggestions by subscribers. The changes will range from the refinement of single headings to significant re-arrangement of quite large sectors and will increase the existing 5,000 headings by a further four to five hundred. The task will be completed by the autumn and subscribers will be asked to amend their statement of requirements.

Expansion and higher quality

All aspects of Export Intelligence are continuously under review. With an advanced system of great potential, to stand still would in effect be to go backwards. Expansion and even higher quality will remain our keywords in the future. As well as improving the product classification we may, if there is a demand for it, expand the types of intelligence exporters may choose. We certainly intend to report more information of the type that exporters want most – hard news of business opportunities and early hints of future business.

Even where exporters have their own sources of information and agents abroad some of the information that comes to them through Export Intelligence is unique for several reasons. Commercial officers overseas have easy entry to business and to Government, and all Governments spend a lot of money. In some countries individual businessmen find it very difficult to acquire market information and contacts. And however many representatives a firm may have there are bound to be some countries in which United Kingdom suppliers are not particularly well represented.

In a year's time, when we report on the second anniversary of the Export Intelligence Service, I hope that there will be more of everything to say – more choices of intelligence for exporters, more items of high quality information reported, more subscribers taking advantage of the system and more exports achieved by British exporters with the aid of Export Intelligence. We are working on the first two – the last two are up to you.

RANGE OF INFORMATION COVERED BY EIS

- calls for tender
- source of supply inquiries
- overseas agents seeking British principals
- opportunities for co-operation with overseas manufacturers (shared production or licensing of know-how, designs, trade marks, etc.)
- market reports
- shorter market pointers to new trade opportunities
- advance notification about overseas trade fairs
- advance notification of overseas fairs, British Weeks and store promotions taking place with DTI assistance
- tariff and import regulation changes
- quarterly reports (250-300 words) on the latest economic and trading situation in over 100 countries
- successful bidders for foreign contracts
- overseas buyers visiting Britain
- international aid and loan agreements
- trade agreements

DTI Statistics and Market Intelligence Library: restriction of service

DTI's Statistics and Market Intelligence Library is at present being re-decorated; in addition, improvements are to be made to the accommodation provided for readers. They cannot be completed, however, without some inconvenience to readers, and it will be necessary to restrict services in the Library during the two weeks Monday, June 28-Friday, July 9, 1971. Regular readers, in particular, and other users are asked to postpone visits to the Library if they can, and to avoid telephoning during this period. Urgent inquiries will still be dealt with whenever possible. Inquiries concerning this Notice should be made to the Librarian, Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 368).

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the quarterly index.*

Awards for services to export

THE FOLLOWING AWARDS for services to export were announced in the Birthday Honours List:

Knights Bachelor

John Allen Clark, chairman and chief executive, Plessey Co. Ltd.
John Towersey Lidbury, deputy managing director, Hawker Siddeley Group Ltd.
Samuel Conrad Seward, OBE, director, Stone-Platt Industries Ltd.

CBE

Ivan Oswald Chance, chairman of Christie, Manson and Woods (for services to the fine art trade and to export).
Major Peter Duke Doulton, lately chairman, Matthew Hall and Co. Ltd.
Peter Francis du Sautoy, OBE, chairman and managing director, Faber and Faber Ltd.
David Israel Goldstone, chairman and managing director, the Sterling Rubber Co. Ltd.
John Magnus Gray, MBE, ERD, managing director, William Ewart and Son Ltd., Belfast.
Leslie Augustus Westover Jenkins, a deputy chairman, British National Export Council.
Alexander McEwan, chairman and managing director, Miehle Goss Dexter Ltd., Preston.
Ernest Edward Marshall, technical director, Weybridge Division, British Aircraft Corporation Ltd.
Thomas Duncan Murison Robertson, deputy chairman, Scottish Aviation Ltd.
Laurence Sydney Yoxall, chairman, Foxboro-Yoxall Co.

OBE

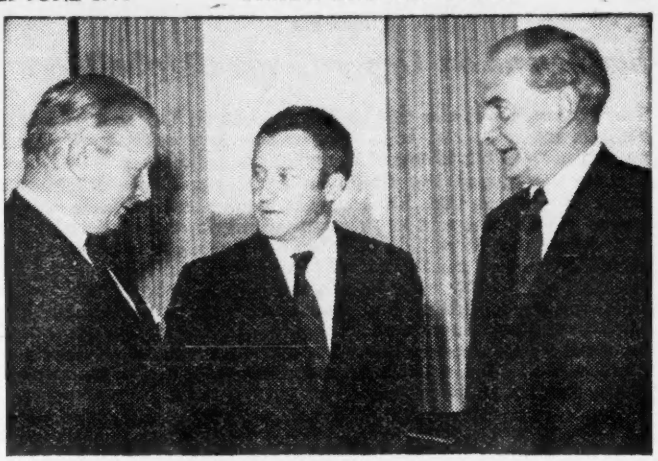
Henry James Bullock, director, British Moulding Machine Co. Ltd.
Raymond Edward Burnett, managing director, Marconi Instruments Ltd.
Walter Robert Chipperfield, executive engineer (Scottish Works), Babcock and Wilcox.
Oscar Roy Dorken, chairman and joint managing director, Alfred Field and Co. Ltd.
Thomas Roy Earnshaw, director and general manager, Sealing Materials Division, Turner Brothers Asbestos Co. Ltd., Rochdale.
Geoffrey William Elbourne, director (European Sales Organization), International Computers Ltd.
Sidney Arthur Free, director, Rowntree Mackintosh Ltd., York.
Miss Vera Isabella Furness, general manager, Research Division, Courtaulds Ltd.
Major John Anthony Eric Hathrell, director, Thomas Storey (Engineers) Ltd.
Lionel Alexander Sanson, sales and service director, Guided Weapons Division, British Aircraft Corporation Ltd.
Brigadier Raymond Somerville Scott, CIE, chairman, the British Bloodstock Agency Ltd.
Albert John William Shirley, technical director, ML Aviation Co. Ltd., White Waltham, Berkshire.
William Edward Cook Stuart, chairman, Stuart and Sons Ltd.
Paul Lea Taylor, principal, John Taylor and Co. (Bellfounders), Loughborough.
Norman Albert Whitaker, managing director, Tilley Lamp Co. Ltd., Dunmurry.

MBE

William Percival Authers, managing director, Stenner of Tiverton Ltd.
Frederick Bullough, service manager, British Leyland Motor Corporation.
Arthur Samuel Callaghan, marketing manager, Dyestuffs Division, Imperial Chemical Industries Ltd.
John Stewart Cowan, resident engineer, Coke Oven Division, Simon Carves Ltd., Stockport.
Frank Frederick Dyer, project manager, Engineering, Bagshawe and Co. Ltd.
Albert Eustace, sales services manager, Bristol Engine Division, Rolls Royce Ltd.
William Bernard Follows, joint managing director, Ticket Equipment Ltd., Cirencester.
Roy Harry George, joint managing director, Celluware Ltd., Consett, County Durham.
Harry George Markell, special adviser to the commercial director, Guided Weapons Division, British Aircraft Corporation Ltd.
Percy George Read, deputy works manager, Westland Helicopters Ltd., Yeovil.
Douglas George Atkinson Simmons, general sales manager, R. and W. Watson Ltd., Linwood, Renfrewshire.
Charles Steer, export manager, Swizzels Ltd.
Edward Terry Watkins, home and export sales director, Steelfab Ltd., Cardiff.
Ronald James Wyatt, export sales manager, Pasolds Ltd., Langley, Buckinghamshire.
Leslie Robert Young, head of overseas department, J. E. Hanger and Co. Ltd.

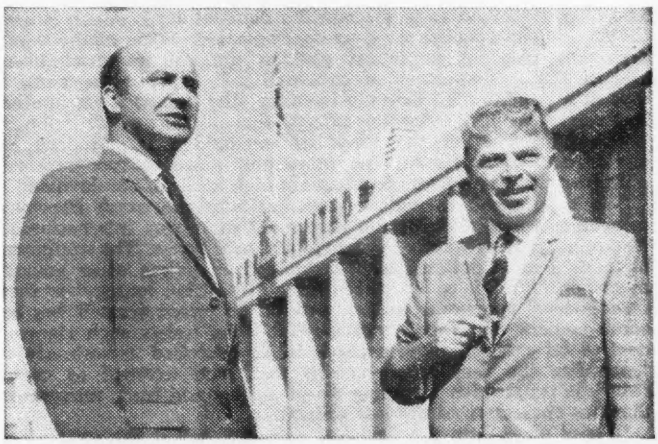
BEM

William Stanley Millard, plant erector and demonstrator, Masson Scott Thrissel Engineering Ltd., Bristol.
William McIntosh Robertson, head foreman, Thomas C. Keay Ltd., Dundee.
Arthur Turkentine, supervisor, Cambridge Scientific Instruments Ltd.



Pictured at a meeting on June 14 at the Department of Trade and Industry are Mr. John Davies (left), Secretary of State for Trade and Industry and Mr. Michael Noble (right), Minister for Trade, in discussion with Mr. Kjell-Olof Feldt, Swedish Minister of Trade.

As part of a recent eight-week Crown Agents training course on stores-and-supplies, a party of senior officials from overseas governments were introduced to computers at NCR's Century computer rooms. Based in former colonial Territories, these civil servants are responsible for the purchasing of supplies 'from a pin to a battleship'. Picture shows Mr. David Bailey, NCR systems specialist, explaining disc storage facilities.



Mr. Bragi Olafsson, director of Falkinn Ltd., Hoover distributors in Reykjavik, visiting the Hoover Ltd. factory at Perivale. Pictured with Mr. Olafsson (right) at Perivale is Bob Stroud, one of the company's export sales managers.

Statement on Upper Clyde Shipbuilders

THE FOLLOWING is the text of a statement on Upper Clyde Shipbuilders made by Mr. John Davies, Secretary of State for Trade and Industry in the House of Commons on June 14.

'Last Wednesday the Chairman of Upper Clyde Shipbuilders came to tell me that his company would not be able to pay wages beyond the end of the present week and expected to be between £4 and £5 million in deficit by the end of August. Accordingly, his Board considered that the unions must be told of this situation on the day after he saw me (Thursday) and that, on the following day (Friday), they would petition for the appointment of a provisional liquidator. He gave me further details of the company's finances and indicated that an immediate injection of £5-£6 million alone could save the company and this substantially in the form of equity or grant.

'The Government realized the serious consequences of a collapse in relation to the already high level of unemployment on the Clyde and it was therefore right that the Government should have time to examine the position fully. On the following day, therefore, I requested him to seek his Board's agreement to holding their hand even for a few days and gave him an assurance that as far as wages were concerned the Government would ensure their payment for at least a further week. This he undertook to do.

'He saw me again yesterday (Sunday) and told me that it now seemed unlikely that funds were available even to pay the current week's wages, and unless the injection of funds to which I referred could be guaranteed today (Monday) his Board felt it had no alternative but to petition for a provisional liquidator.

'The Board have told me that they still have hopes of attaining viability in the future, but that they are quite unable to forecast when the present excess of liabilities over assets might be reversed. The Government's judgment is that this company in its present grouping, saddled as it is with debt and dogged by deficit since its inception, having absorbed and lost some £20 million lent and granted to it under arrangements made by the former Government, is unlikely to achieve a state of stability and prosperity without having repeated recourse to Government aid. Only such a state will ensure the confidence in the future that is needed by workpeople, customers and suppliers alike. The Government has decided therefore that nobody's interest will be served by making the injection of funds into the company as it now stands. The chairman has been told and I understand that the UCS Board has decided to petition at once for the appointment of a liquidator.

'On the other hand, it is clearly right, that without prejudice to the creditors' interests, the Government should seek to ensure the minimum dislocation of current production and the preservation of as much employment as possible and as many of those assets can be expected to have a viable and prosperous future. I propose therefore to seek the liquidator's co-operation with a view to bringing about a reconstruction in whatever groupings may prove to be most expedient. To this end, I am proposing to consult with him to determine what funds might be necessary to enable him in carrying out his role as provisional liquidator to assist me in my objectives.

'Meanwhile, in consultation with a small group of expert people whom I propose to nominate, I intend to consider what action may be best devised to achieve the reconstruction I propose.

'In the first instance, any monies required by the Government in connection with the liquidation of Upper Clyde Shipbuilders will be obtained from the Civil Contingencies Fund, but estimates will be submitted to the House in due course.'

Mr. Davies speaks to German industrialists on inflation and industrial prosperity

NO PRICES AND INCOMES POLICY can be a 'replacement for the healthy impact of competition', said Mr. John Davies, Secretary of State for Trade and Industry on June 16. He was addressing the German Federation of Industry at Düsseldorf on the subject of 'inflation and industrial prosperity'.

After describing the dangers of excessive inflation and the way it undermines profitability, Mr. Davies said that many countries had tried various means to deal with it. 'At times there has seemed to be some transitory improvement but, on the whole, the efforts to contain inflation have proved to be both arduous and disappointing. That result has already been the experience of countries seeking to stem relatively modest rates of inflation: in the face of the kind of pace that has recently been evident it must be assumed that the measures adopted would prove even less effective.

'The traditional methods involve the central handling of monetary and fiscal policy so as to restrain the demand surge which is seen to be the consequence of over-compensation. Such methods undoubtedly play an important part in the defence mechanisms against the consequences of excessive inflation but the truth is that in a condition of extreme intensity they confront yet another imperative that significantly affects the pursuit of deflationary policies. I speak of the levels of unemployment. Modern industrialized states have come more and more to recognize the obligations of government to maintain high levels of employment.

'We have come to realize, too, that with the much improved mechanisms available for the movement of money internationally we are none of us wholly masters in our own house. The traditional methods I have outlined were conceived at a time when governments presumed it to be within their disposition to regulate their own internal economies as they saw fit. In recent years it has become evident that this is not inevitably so, unless such rigorous control on external movements is to be exercised as seriously to jeopardize the very great benefits that have accrued to us all from the progressive loosening up of money and trade movements that has characterized the last generation .

'I now move into the field – or should I call it the quagmire – of so-called prices and incomes policies. In my country the last six years has witnessed a wide extent of variations being played on these topical themes. We have moved from conditions where such policies were ones of exhortation only to voluntary methods where employers and unions consented to exercise pressure within their own areas to achieve restraint; to less voluntary methods where those restraints were buttressed by external scrutiny and comment; to statutory intervention where the state armed itself with powers to arrest or defer changes in both incomes and prices; to a full wage and price freeze policed by the state itself; and then back again across the spectrum to a situation of freedom of action. Studies which have been made of our experience suggest that incomes policies may make some impact for one or two years but that any gains are soon lost in the succeeding years.

'In the field of prices British experience at least has shown that the impact of prices and incomes policies falls more harshly on prices than on incomes – the extent of the contract being related in some degree at least to the degree of statutory intervention involved in the policy. The result is inescapably to erode profitability and thereby to bring about all the disturbing consequences to which I have earlier referred. Moreover the impact of such policies is inevitably irregular and chancy with the result that price damage is caused to the efficient whilst the inefficient too often escape. In the end the conclusion with us is that no such policy is any replacement for the healthy impact of competition. We are currently re-examining the whole field of our statutory and other processes concerning monopoly, merger and restrictive practices. Our primary consideration in so doing it to identify impediments to competition and to remove them.

'Naturally the opening of national markets to external competition constitutes in our view one of the most salutary methods of creating the climate in which industry will operate most efficiently and be driven, even if unaccustomed, to be far more critical of its costs and its designs and its marketing capacities. This critical scrutiny will have to confront more and more the element of labour costs in the competitive posture of industries and will reinforce the need to reject inflationary wage demands as leading nowhere but to failure. Within this concept of international competition no single step is more important to us than our hoped-for membership of the EEC. The government firmly believes that industry in Britain will face successfully the challenge of the wider market that such membership presents. In doing so it will contribute to its own strength, to the strength of Europe and to the welfare of all our peoples.'

OECD Ministerial Meeting communique

THE FOLLOWING COMMUNIQUE was issued by the Council of the Organization for Economic Co-operation and Development after the meeting at Ministerial level in Paris on June 7 and 8.

'The Council of the OECD met at Ministerial level in Paris on June 7 and 8, 1971, under the chairmanship of the Hon William P. Rogers, Secretary of State of the United States of America.

'Ministers expressed their pleasure that the Australian Government, having fulfilled the terms and conditions of membership, had accepted the Council's invitation to join OECD and had become a member on June 7.

The international economic situation

'Ministers discussed the prospects for economic activity and prices. The growth of output in the OECD area as a whole is likely to pick up in the course of 1971. On the other hand, in the OECD area as a whole, the price rise may not yet be slowing down sufficiently to enable the Organization's growth objectives for the 1970s to be achieved in the non-inflationary climate essential to its wider economic and social aims.

'Ministers re-affirmed that their Governments continue to give high priority to a substantial reduction in the rate of inflation. Excessive demand, where it still exists, needs to be eliminated; where this has been achieved, renewed expansion should be so designed as to avoid a return to excessive demand conditions. In designing stabilization policies close attention will continue to be paid both to their effect on employment and to the social repercussions of rising prices.

'The work of the Organization during the past year on the problem of inflation was noted with appreciation†. Ministers agreed that, in addition to demand-management, there were many fields in which national policies should be applied to the task of damping down inflation, and that further analysis in the Organization of the dynamics of inflation could help Governments better to formulate their stabilization policies.

'Ministers called for closer international co-operation in the OECD to combat inflation and expressed the view that, when Member countries work out their strategies for this purpose, they should adopt a combination of policies which takes into account both their own situation and the interests of other countries.

'Ministers discussed underlying trends in the balance of payments and recent developments in the international monetary situation. They recognized that the balances of some countries on current and long-term capital account still diverge from what is appropriate over the longer run. They noted the position of certain Member countries concerning the special factors affecting their balances of payments. They also recognized that massive undesirable short-term capital movements raise serious and recurrent problems from the point of view of domestic and international stability.

'Ministers welcomed the resolve expressed by Member countries to make further progress towards better balance on current and long-term capital account. They also instructed the Organization to give special attention to the factors leading to undesirably large short-term capital flows. Ministers agreed that solutions to these problems would require more effective international co-operative action concerning economic policies in general in which the OECD has an important role to play.

Quality of life and environment policies

'Ministers recalled that growth should be considered in the wide context of economic and social development which includes both qualitative and quantitative aspects. In this connection, they noted with satisfaction the new direction given to OECD work on environment policies, which aims at taking into consideration a wide range of relevant factors, especially those affecting international economic relations, and at proposing constructive solutions to the most urgent problems facing Member countries. The recently-established procedure for notification and consultation among Member countries on measures for the control of substances affecting man or his environment is a welcome contribution in this field.

Perspectives for international trade

'Ministers expressed the resolve of their Government to maintain the high degree of liberalization of international trade which has been achieved through continuous multilateral co-operation and through negotiations in the last 25 years. They noted the progress made in a number of current OECD activities and lent their support to efforts towards the general aim of freer trade on a non-discriminatory basis and under fair conditions of competition in both industrial and agricultural products.

'Ministers furthermore affirmed that their Governments will pursue policies aiming at greater liberalization of international trade. Having in mind the changing nature of trade and related problems, and the particular responsibilities which OECD Member countries will continue to carry in world economic affairs, Ministers agreed that broader opportunities for progress towards this general aim should be explored. To this end they decided to set up within the Organization a small high-level group whose members would be chosen by reason of their wide competence and experience from among high officials or other personalities designated by Governments. This group will analyse the trade and related problems which arise in a longer-term perspective, i.e. it will define the problems and assess their relative urgency, consider how these problems might be dealt with, and set out options for their solution. Ministers stressed that this study should take account of the work being undertaken in the GATT by virtue of its responsibilities and prerogatives under the General Agreement.

Development co-operation

'Ministers expressed the determination of their Governments to pursue policies which combine domestic economic and social objectives with the objectives of development co-operation. The OECD work on a coherent approach to development co-operation will contribute to strengthening the efforts of Member countries to attain the goals and objectives of the International Development Strategy for the Second Development Decade.

'Ministers noted that provisional figures of net financial flows from members of the Development Assistance Committee (DAC) to developing countries in 1970 showed some increase over the preceding year, owing to the growth of export credits and private investment; expressed as a percentage of GNP, however, these flows remained in 1970 about the same as in 1969. Within the total, official development assistance hardly changed between 1969 and 1970 in aboslute value, and, as a percentage of GNP, continued to decline. The trend varied from country to country and the figures of several DAC members showed substantial progress. Ministers agreed that Member countries would pursue their efforts to increase the volume of financial resources transferred to developing countries, in particular official development assistance, and to provide such assistance on terms adjusted to the development requirements and the repayment capacity of recipient countries. Ministers emphasized that aid policies should be aimed at both an increase in volume and an improvement in the quality of assistance.

'Among the means of improving the quality of aid, Ministers

(*Continued on next page*)

† This has included two publications: 'Inflation: The Present Problem', Report by the Secretary-General, December 1970; and 'Present Policies against Inflation', Report by Working Party No. 4 of the Economic Policy Committee, June 1971.

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OECD COMMUNIQUE, *continued*

considered the state of discussion within the DAC on untying. They noted that substantial progress had been made in drawing up a draft agreement on aid untying to be proposed to Governments who would be invited to indicate whether they wish to participate. There is unanimous agreement in principle on the untying of multilateral contributions as well as a wide area of agreement for the untying of bilateral loans. Ministers agreed that work on aid untying should be actively pursued in the DAC and expressed the hope that co-ordinated action with respect to untying could be taken at an early date.

'Ministers noted the progress made towards the introduction in the near future of the generalized system of tariff preferences in favour of developing countries and discussed questions of trade and development of special concern to developing Member countries in the light of the OECD Convention.

'Ministers urged that every effort be made to ensure that the generalized system of tariff preferences is brought into effect as soon as possible in 1971. They agreed that the Organization should pursue its work with the view to enabling the developing countries to draw full advantage from the preference system.

'Moreover, Ministers instructed the Organization to examine other means which might help to improve export earnings by the developing countries, particularly for goods which in general are not directly affected by the introduction of the preference system.

Economic policy co-operation

'Recognizing the ever-closer economic relationships between Member countries, Ministers resolved to use the OECD to concert more closely their short- and medium-term economic policies so as to ensure that the policies of each country shall be more compatable with the interests of all and with the responsibilities of OECD countries to the developing countries as set forth in the OECD Convention.

'Ministers took note of the proposals put forward to this end by the Secretary-General, agreed with the general principles of these proposals, and requested the Council to take the necessary action to implement these principles.'

Europe in 1980: 'EFTA Bulletin' looks ahead

AN IMPORTANT ARTICLE in the June issue of the *EFTA Bulletin* traces the evolution of the rules governing trade in industrial goods in Europe since 1945 and looks ahead to the rules which could govern trade between the present EFTA countries in 1980 if the current negotiations with the EEC countries are successful. The regular diary of events in the EEC negotiations contains reports on the deputies and ministerial meetings on the applications by the United Kingdom, Denmark and Norway, up to May 12.

Another article in the series on the trade of EFTA countries with groups of other countries, contains an analysis of EFTA trade with the 'rest of the world', covering the non-EEC and non-EFTA European countries, Japan, Canada, Australia, New Zealand and South Africa, and also developing countries in South America, Africa and Asia.

The third article in the series on environmental pollution discusses the methods adopted by EFTA countries to control water pollution. Other features include a report on the EFTA Seminar on the safety aspects involved in packaging and labelling of pharmaceutical products, an article to mark Finland's tenth anniversary of association with EFTA, and another which looks at the importance of Basle as a transport centre.

Copies of the June *EFTA Bulletin* can be obtained free of charge from the EFTA Information Centre, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Factsheets on Britain and Europe

THE SEVENTH and eighth in the series of Government Factsheets on Britain and Europe are now available free of charge at post offices.

No. 7, on the subject of agriculture and fisheries, compares the British system of Government support for agriculture with the Community's common agriculture policy, and deals with the problem of fisheries.

No. 8 deals with the general finance policies of the Community, and how funds are raised from member countries and on what they are spent.

Sir John Eden praises toy exports

SPEAKING AT THE annual luncheon of the British Toy Manufacturers' Association on June 17, Sir John Eden, Minister for Industry, said: 'Last year, which was a difficult year for all the major toy-producing countries the British industry successfully increased its sales in foreign markets outside North America. There can be few industries with such a good and sustained record of export achievement over so wide a spread of markets.

'The British Toy Industry will certainly be viewing with confidence prospects of our entry into the Common Market. They have already demonstrated their ability to penetrate it at its strongest points. Thirty-one per cent of all British toy exports went there in 1970. This compares with a figure of 22 per cent for our exports as a whole.'

British Trade Drive in Denmark 1972

A SERIES OF 'Fact Sheets' in connection with the British Trade Drive in Denmark were published in the Export Intelligence Service on March 10 and May 3, 1971.

Four more detailed market surveys have been commissioned by the BNEC in connection with the Drive as follows:

(i) Scientific and Industrial Instruments including Medical Equip- (price £3)
(ii) Metal Working Machine Tools (price £6)
(iii) Agricultural Equipment (excluding tractors) (price £3)
(iv) Food Packaging Machinery (price £4)

Copies of these reports are obtainable from the British National Export Council, Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 7611); additional copies to the first purchased are fixed at £1 each.

Clearance of merger proposals

THE DEPARTMENT OF TRADE AND INDUSTRY announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following companies:

(1) The Great Universal Stores Ltd., and J. & F. Stone Lighting and Radio Ltd.
(2) BSR Ltd., and Bulpitts (Swan Brand) Ltd.

Official appointments

THE SECRETARY OF STATE for Trade and Industry has authorized the following appointments:

Miss Edith Paterson, of Bexhill-on-Sea, to be a member of the South Eastern Gas Consultative Council.

UKAE APPOINTMENTS

THE SECRETARY OF STATE for Trade and Industry has authorized the appointment of Mr. Frank Doggett and Mr. Arnold Allen as full-time members of the United Kingdom Atomic Energy Authority. The appointments take effect from July 1, and are for three and five years respectively. The appointment of Sir Charles Cunningham, deputy chairman of the Authority, expires on June 30. Mr. Doggett will become deputy chairman. Mr. Allen will continue to exercise his present responsibilities as Secretary of the Authority.

Imports of butter and near butters

THE Department of Trade and Industry is to extend until September 30, 1971, the system of open individual licensing of butter imports announced on April 29 in supplement to the annual quota arrangements. Near butters imported during this period will be subject to specific import licensing supplementary to the annual quota. Applications for specific licences should be made to the Department of Trade and Industry, Import Licensing Branch, 54 Broadway, London, S.W.1.

Existing holders of open individual licences for butter will be informed of the extension to their licences and they will be required to make returns of imports not later than October 15, 1971.

Specific licences for near butter will be available on application to existing licence holders, butter importers or others who have firm offers of supplies for use in the United Kingdom.

Imports may be brought in under the licences from any source except Southern Rhodesia. A Notice to Importers will not be issued on this occasion.

Application for the removal of the import duty on waste paper

THE DEPARTMENT of Trade and Industry give notice that they are considering an application for the removal of the import duty on waste paper classified to Tariff heading 47.02. The present full rate of duty is 10 per cent; the Commonwealth, EFTA and Irish Republic rates are free.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement of case, together with an undertaking in these terms should be addressed in writing to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than July 13, 1971.

Any representations which interested parties may wish to make in connection with this application should be submitted, in writing, to the Department of Trade and Industry at the above address. Such representations, in summarized form and without attribution to source may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial prioportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 7.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until 1971	Reference
29.31	Dithio-oxamide	As in previous column	December 31, 1971	13618
29.39	6 α, 7 α-Difluoromethylene-6 β-fluoro-17 α - hydroxypregna-1, 4-diene-3, 20-dione acelate	6 β-fluoro-6 α, 7 α-difluoromethylene - 17 α-hydroxy-pregna-1, 4-diene-3, 20-dione 17-acetate	December 31, 1971	13616
48.15	Cylindrical drums of paperboard, complete with lids, of an external height not greater than 367 millimetres nor less than 265 millimetres and of a external diameter not greater than 230 millimetres nor less than 226 millimetres, fitted with plastic handles and having illustrated labels affixed to walls and lids	Fibreboard drums	December 31, 1971	11422

Coalville public inquiry: opencast coalworking

THE SECRETARY of State for Trade and Industry has authorised the appointment of Mr. A. D. Owen to hold a public local inquiry into a National Coal Board application for authorization to work coal by opencast operations on the 268-acre Coalfield Farm site in the Rural District of Ashby-de-la-Zouch and Urban District of Coalville in Leicestershire.

The land lies north of Pisca Lane, Heather, east of the Heather-Ravenstone road and mostly west of the disused Coalville to Ibstock branch railway. It includes the line of the railway from Pisca Lane to Coalville.

The inquiry will be held at Heather County Primary School, Main Street, Heather, near Coalville, beginning at 10.30 a.m. on Tuesday, July 20, 1971.

Advance factory for Alfreton

THE ENGLISH Industrial Estates Corporation have announced that work is shortly to commence on an 1,800 sq. metre (20,000 sq. ft.) advance factory at Alfreton, Notts.

A contract worth about £106,000 has been awarded to F. Perks & Son Ltd., of Nottingham who are to build the factory. Architects for this project are Gelsthorpe and Savage of Nottingham and the quantity surveyors are Turner and Townsend of Leeds. Work should be started by the end of June and the unit should be ready for occupation by early 1972.

A factory of this size would normally be expected to employ at least 80 people.

National conference on metrication of industrial materials

SIR JOHN EDEN, Minister for Industry will open the first of the Metrication Board's one-day conferences: 'Industrial Materials – Progress and Future Programmes' at the Mount Royal Hotel, Bryanston Street, London, W.1, on July 7 at 09.30.

The Conference chairman is Mr. Herbert J. Cruickshank, a member of the Metrication Board and chairman of the Board's Steering Committee for the Industrial Materials and Construction Industries.

Timely supplies of materials and services in metric are fundamental to the change in all manufacturing industries. 'Going Metric – Industrial Materials' will discuss how key industries have planned the change and opened the way for other industries. Spokesmen from these materials industries will describe the change already made, the nature of the transitional arrangements and the programmes for the future.

The conferences are being organized on behalf of the Metrication Board by Conference Productions, 2 Trevor Street, London, S.W.7 (Tel.: 01-589 9712) to whom application for registration should be made before June 30, 1971.

Note:

1975 is the target date for substantial completion of metrication in British industry. The aim is that by then all manufacturers will be producing goods to metric specifications. This should help exports as nearly all of our overseas customers already use metric measurements or are themselves changing.

To safeguard overseas business you should make sure that your customers are kept up to date with your firm's metrication progress. It is also important to stress that spare parts for equipment now made to imperial dimensions will still be available after the changeover to metric measurements.

The Metrication Board can send you leaflets on the changeover.

LEAFAC: appointment of new chairman

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has appointed Mr. W. E. Parker to be chairman of the Local Employment Acts Financial Advisory Committee. The appointment is effective from July 15, 1971.

Mr. Parker succeeds the late Sir William Lawson, who has been chairman since July 1966.

The Committee was set up under the Local Employment Act 1960. From 1960-69 it was the Board of Trade Advisory Committee and from October 1969 to October 1970 the Ministry of Technology Advisory Committee. The functions under the Acts were then transferred to the Department of Trade and Industry.

The Committee advises the Secretary of State for Trade and Industry on applications for loan and other assistance under Section 4 of the Act and on building grant applications which are referred to it.

The address of the Secretariat of LEAFAC is 2 Bunhill Row, London, EC1Y 8LL (Tel. 01-638 1744).

New Post Office legislation on postings abroad

THE POST OFFICE announce that new legislation is being introduced on July 1 regarding the posting abroad of items addressed to persons resident in the United Kingdom by or on behalf of persons also resident or carrying on business in the United Kingdom. This new legislation enables the Post Office to take action against such postings whether or not they are made with a view to benefiting from lower postage rates than those in force here.

The Post Office have sent the following letter to interested trade associations:

Dear Sir,

I am writing to inform you of a change in our postal regulations concerning the posting abroad by or on behalf of a person resident or carrying on business in the British postal area of items addressed to persons also resident or carrying on business in that area.

Although the Acts of the Universal Postal Union do not prohibit senders from posting material abroad for delivery in their own country, they do recognize that the practice may be contrary to the legitimate interests of the national postal authorities concerned, who are deprived of the revenue on such postings, but have to bear the cost of delivering them. The international regulations therefore allow any postal authority which might be aggrieved in this way to protect its interests either by returning the material to the country of posting or by delivering it against payment of the appropriate internal charge.

We have hitherto taken a liberal view of the practice of posting abroad, partly because we understand that British firms do not so much choose to post their material abroad as to have it printed there, when it is obviously simpler to post it abroad also; and partly in the knowledge that our losses on such postings are offset to some extent at least by the revenue from postings made here by foreign firms. Thus, we have sought simply to be able to act against those firms who, in our view, have posted abroad to benefit from postage rates lower than they would have had to pay if they had posted their material in this country.

However, at the last Congress of the UPU held at Tokyo in 1969, the problem of posting abroad was thoroughly discussed, and it appeared that many countries felt themselves to be aggrieved in this matter. More and more postal authorities are now reported to be seeking to safeguard their revenues by taking powers to enable them to act against postings made abroad: thus, the former 'swings and roundabouts' situation no longer obtains, and self-interest demands that we do as others have done or plan to do. Consequently, we have decided to amend our internal legislation to enable the Post Office, when it receives large numbers of items for delivery to addresses in this country which have been posted abroad by or on behalf of a person resident or carrying on business in this country either to return the items to origin, or to deliver them against payment of the appropriate inland postage on each item. Such action will be taken whether or not the postings are made to benefit from lower postage rates. This regulation will come into force on July 1 and a copy of it is enclosed (see below) for your information.

We would be grateful if you would bring this information to the attention of your members, and if you have any inquiries on this matter, please do not hesitate to write or telephone for further information.

POSTINGS ABROAD PARAGRAPH 13(3) OF POST OFFICE OVERSEAS LETTER POST SCHEME 1971

3(a) This sub-paragraph applies to incoming postal packets addressed to persons at addresses within the British postal area which were posted outside that area by or on behalf of any one person resident or carrying on business in that area, not being packets addressed to that person or to an agent of that person.

(b) If within any period of 30 consecutive days (inclusive) the Post Offices receives more than 250 incoming postal packets to which this paragraph applies, being packets posted by or on behalf of any one person, all or any of such packets so received within that period may, if the Post Office so determines, be either:

i. detained and returned to the country or place of origin, or (at the discretion of the Post Office)

ii. forwarded charged, in the case of each packet, with such amount of postage as the Post Office may in the particular case determine (not exceeding the amount of postage which would have been prepayable thereon if it had been originally posted in the British postal area (singly) as a first class letter); and if a packet shall be so forwarded, the amount charged thereon shall be payable on or before the delivery of the packet, and the Post Office may withhold the packet from delivery until such amount has been paid.

(c) Without prejudice to the application of paragraph 3(b), in this sub-paragraph 'person' includes any corporation or unincorporated association of persons or partnership and 'any one person' shall be construed accordingly; and for the purposes of this sub-paragraph a postal packet (by whomsoever and wheresoever made up) shall be deemed to have been posted by or on behalf of a person, corporation, association or partnership if it was posted for the purposes of that person, corporation, association or partnership.

Air pollution inspectors to have wider powers

IMPORTANT POWERS over the effects of air pollution from a wide range of industrial processes are to be transferred to the Department of the Environment's Alkali Inspectorate, Mr. Peter Walker, Secretary of State for the Environment, announced on June 16.

In answer to a Written Question he said he had laid before Parliament an Order making considerable changes in the schedule of industrial processes registered under The Alkali Acts.

These new measures – affecting grit and dust emissions from mineral industry processes, discharges from processes used in the petro-chemical industry and emissions from the smelting of aluminium – will extend the Department's control over manufacturing operations which up to now have been regulated by local authorities. They come into effect on July 1.

Mr. Walker commented: 'The Alkali Inspectorate have done excellent work for this country for more than 100 years. These new powers will help it to maintain that impetus and to ensure we retain our world lead in this field.'

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	June 2, 1971	
836,686	The Sperry Gyroscope Company Ltd.	Quantity displaying device
1,099,107	Chisso Corporation	Stabilized poly-x-olefin composition
1,100,169	Les Filatures du Sortel Felix Watine & Fils	Improvement in reel cores
1,106,508	Amazonen Werke H. Dreyer	Centrifugal spreaders
	June 3, 1971	
1,120,693	International Standard Electric Corporation	Semiconductor metallizing process and device
1,133,435	International Standard Electric Corporation	Automatic telecommunication switching system
1,153,487	Chinoin Gyogyszer Es Vegyeszeti Termekek Gyara R. T.	Carboxymethyldithiocarbamic acids
1,215,471	Glaverbel	Method of making transparent panels
1,217,169	Glaverbel	Light-sensitive materials

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2, 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

DATELINE SINGAPORE ++ NEW EAST OF SUEZ POLICY ++ BRITAIN CLOSELY LINKED WITH THIS VITAL MARKET

Maintaining a British presence East of Suez: this decision could dramatically affect Singapore's trade relations with Britain. Just what are the prospects for our exporters and manufacturers in joint ventures? The Hongkong Bank Group, with its world-wide network and chain of branches throughout South-East Asia has been looking at the pointers.

Marketing information and a special booklet on economic conditions are available – not only on Singapore, but on many of the 30 other countries where the Hongkong Bank Group has branches.

Write for the special booklet on Singapore to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3V 0DU

Aviation and Shipping

DTI organization for dealing with oil at sea

The Department of Trade and Industry is equipped to deal with serious oil spillages within United Kingdom territorial waters and beyond, using hired vessels and its own equipment – and has done so successfully several times, Mr. Michael Noble, Minister for Trade, told Parliament on June 14.

Mr. Noble was answering a Member who asked him to specify DTI arrangements for dealing with oil slicks within United Kingdom territorial waters, what financial support is given to local authorities which deal with this problem, and how research into the matter has progressed.

'The Department of the Environment makes a grant of 50 per cent towards approved expenditure by local authorities on dealing with oil pollution', said Mr. Noble. 'Research into new methods continues.'

In a fuller statement, circulated in the Official Report, the following details were given of DTI organization for dealing with oil at sea:

The Department of Trade and Industry is responsible for arranging and paying for any action by the Government required for the clearance of oil at sea that threatens the coast. The task falls into two parts: (i) reporting and observation and (ii) clearance. The first is centred on HM Coastguard with assistance from the Royal Navy and Royal Air Force. The second is mainly the responsibility of the Principal Officers in charge of the Department's marine survey offices in the major ports.

All United Kingdom ships and aircraft, whether civil or military, are asked to report any accident or casualty to a ship which is causing or is likely to cause oil pollution, any ship seen discharging oil and the position, nature and extent of any oil slick which is seen on the sea, however caused. Fishing vessels and private yachts also participate in these arrangements. The arrangements ensure that both HM Coastguard and the Maritime Headquarters of the Ministry of Defence are informed of significant oil pollution incidents. The Coastguard are responsible for informing the appropriate Principal Officer and, if there is an immediate risk of the oil coming ashore, local authorities and the Natural Environment Research Council. The Maritime Headquarters are the focal point for action by the Navy and the RAF. They can assess the likely speed and movement of oil slicks and can arrange for service aircraft or vessels to keep spillages under observation. The responsibility for deciding whether further action (either reconnaissance or clearance) is needed in a particular case rests on the Department's Principal Officer in the area in consultation with the Maritime Headquarters.

For clearance action, Principal Officers have arranged to hire at short notice suitable vesels, mainly sea-going tugs, for spraying oil at sea with a dispersing agent. Spraying equipment, of simple design and easily fitted to and removed from a ship, has been specially designed by the Warren Spring Laboratory and sets of this equipment have been acquired together with stocks of a dispersing agent of low toxicity. To give full coverage of the coast some 50 vessels are available, with a set of spraying equipment for each, at strategic points. These vessels can be quickly fitted with the spraying equipment, loaded with dispersant and on their way to the scene of an oil pollution incident. For greater efficiency some vessels are being converted for the permanent carriage of dispersant in bulk. The Department's spraying vessels have been in action a number of times in recent months to deal with oil spilt as a result of casualties to ships and have successfully averted major coastal pollution.

Expert advice

Arrangements have been made to obtain expert advice on areas where particular methods of treating oil would be harmful. The Local authority pollution officer is required to consult with the local fisheries officer (Ministry of Agriculture, Fisheries and Food), the Nature Conservancy Regional Officer (Natural Environment Research Council) and also asked to consult with others knowledgeable of the area, Regional maps of natural and fish resources (including nurseries) have been prepared for their guidance. Treatment with dispersing agents is the most efficient way of dealing with oil pollution available at present, and the development of low toxicity dispersants has reduced some of the objections to this method, but other methods are being explored.

These plans will normally be brought into action only for a substantial spillage from an identified source, i.e. a spill resulting from a casualty to a tanker or a similar incident or, exceptionally, a spillage without an identified source whose presence on the sea is well authenticated and which threatens serious coastal pollution. It would not be practicable to deal with the many minor oil slicks reported which either disperse harmlessly or are never seen again.

Research into the techniques for containing or dispersing oil questions is the responsibility of the Department's Warren Spring Laboratory. The Laboratory's work includes research into new methods of dealing with oil at sea and on beaches, into the behaviour of oil on the sea, into methods of detecting illegal discharges of oil and into equipment for preventing or controlling the discharge of oil from ships. It keeps in close touch with work done in other countries and within the United Kingdom shipping and oil industires and co-operates with scientists of the Ministry of Agriculture, Fisheries and Food in work to test the toxicity of oils and of the substances used for dispersing them. The Natural Environment Research Council is responsible for research into the biological effects of oil, or of dispersed oil in the marine ecosystem. The Nature Conservancy (a component body of the Natural Environment Research Council) has identified populations of sea birds which are most at risk from oil spills in coastal waters.

Co-operation and cases

Details of how DTI co-operates with other Government departments on matters of sea pollution, and oil spillage which threatens the coastline, and of the incidence of such cases in the last 12 months, were also given by the Minister for Trade in answer to questions.

He said that DTI co-operates with the Department of the Environment and the Scottish and Welsh Offices on oil spillages which threaten the coast and on matters affecting local authorities; with the Ministry of Defence on communications, salvage questions and assistance from the armed forces; and with the Fisheries Departments on fisheries aspects of oil clearance and on scientific aspects of sea pollution generally. Other Departments and bodies such as the Natural Environment Research Council are consulted as necessary.

Mr. Noble continued: '322 oil spillages, including those resulting from casualties and from observed discharges by ships, were reported in the year ended May 31, 1971. Of these, 34 caused coastal pollution, 63 threatened pollution which did not materialize, 206 were regarded as no threat and 19 proved not to be oil.'

Mr. John Davies at Belfast airport transfer ceremony

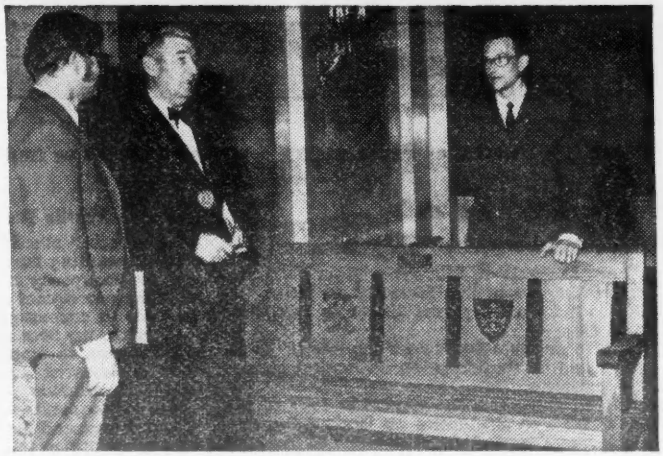
THE SECRETARY OF STATE for Trade and Industry, Mr. John Davies, visited Belfast on June 18 for the ceremony to mark the transfer of Belfast (Aldergrove) Airport to Northern Ireland control.

Mr. Davies met Mr. Brian Faulkner, Northern Ireland Prime Minister and members of his Government, visited the 'Ulster '71' Exhibition, and met the managements of Harland and Wolff and Short Bros.

Background notes:

Belfast (Aldergrove) started life as a military aerodrome and in 1963 became the civil airport for Belfast in succession to Nutts Corner. Since 1963 it has been operated successively by the Ministry of Aviation, Board of Trade and Department of Trade and Industry, until June 1 this year when it was transferred to the Northern Ireland Government's nominee. The Department of Trade and Industry's assets at the airport have been transferred free of charge and the airport will be operated by Northern Ireland Airports Ltd., a subsidiary of the Northern Ireland Transport Holding Co. Ltd. Aerodrome navigation services will continue to be provided by the National Air Traffic Services of the Department of Trade and Industry.

Since 1963 developments costing well over £1 million have been carried out and the DTI has also contributed £240,000 towards the cost of reshaping and extension to the main runway, which is expected to be completed in the summer of 1972.



To commemorate the 350-year anniversary celebrations for the port of Gothenburg, Sweden, Ellerman's Wilson Line Ltd., have presented the city with a carved teak seat. This seat, on which are carved the coats of arms of the cities of Gothenburg and Hull, as well as the Ellerman's Wilson Line house flags, was made by Ellerman's Wilson Line industrial crafts in their workshops in Hull. The company has operated regular services to Gothenburg for the last 131 years.

BOAC plans greater use of containers for air cargo

PLANS TO MAKE London's Heathrow Airport one of the world's main air cargo centres will be boosted by plans being drawn up by BOAC. New incentives to develop more use of containers for air cargo have been agreed by the international airlines at a month-long worldwide cargo conference in Singapore which ended recently.

Major cargo airlines like BOAC were successful in pressing for the development of containerization as a means of carrying more air cargo and handling it more economically. The airlines – members of the International Air Transport Association – agreed on new rates covering most of the world for the next two years.

Despite spiralling costs the airlines agreed to keep increases to a minimum. Although some rates on some routes will rise by about 5 per cent on October 1, the incentives to cargo shippers to deliver bulk freight are expected to help the airlines keep their handling costs down and so avoid more general increases.

BOAC has invested heavily at Heathrow in a new cargo centre and in jets which take cargo containers – the 747s and the all-cargo 707s. BEA's cargo centre is next door and the two British airlines cover the world, handling not only exports and imports for Britain, but transhipments to and from every continent.

BOAC say that their cargo executives will now be able to make plans covering the next two years during which the British share of growing international trade can mean more profits against intense foreign competition.

Public inquiry into the casualty involving MFV 'Barbara Paton'

THE DEPARTMENT of Trade and Industry have ordered a public formal investigation under Section 466 of the Merchant Shipping Act 1894, into the casualty involving the motor trawler 'Barbara Paton' on February 5, 1970 in Thurso Bay when the vessel allegedly struck an underwater object, sustaining extensive damage.

The date and place of the hearings will be announced at a later date.

Package coding and ergonomic design of fork lift trucks

TWO REPORTS ARE PUBLISHED this month by the National Materials Handling Centre, Cranfield, Bedfordshire. The first, 'Package Coding Techniques'† covers the research carried out by the author, Rex Ingram, at the former Materials Handling Research Unit and includes an assessment of the commercially available equipment and the potentially wide range of applications.

Most developments in materials handling have concentrated on mechanizing the physical handling operations. There has been very little emphasis on the associated operations of identification, memorizing and data transmission which are so closely integrated with many physical operations that they are almost inseparable. One of these is package coding in which a code, identifying the contents is printed on the carton and is read by a detector. This coded information can be used not only for routeing but also for up-dating the appropriate stock level and more generally in management information and control systems.

The appendices include information on new developments in the United Kingdom and the United States since the report was written.

The second report‡ covers the first stages of research carried out at the Department of Engineering Production, Birmingham University, into the ergonomic aspects of fork lift truck design. Although some of man's limitations have been overcome by the use of such equipment as fork lift trucks, other psychological and physiological problems are created. These are problems which an ergonomic approach to design could do much to alleviate.

The first part of the report is a critical review of relevant literature and BS and ISO standards while the second part covers the work on the identification of the control functions of fork lift trucks and how they are achieved.

† Package Coding Techniques. Rex Ingram, NMHC, 1971. Price: members free.

‡ Ergonomic Aspects of Fork Lift Truck Design – A Review of Current Practice. R. W. Astley and R. H. Lawton. NMHC, 1971. Price: members free, non-members £5.
Further information from: A. J. Prior, Cranfield Institute of Technology, Cranfield, Bedfordshire. Tel.: Cranfield 323 (023 045 323).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, JUNE 10

Law reform: legislative programme

Lord Drumalbyn, Minister without Portfolio, was asked when the Secretary of State for Trade and Industry was likely to introduce legislation—

(a) to improve the law on the sale of goods and in particular on exemption clauses therein;
(b) to implement the Report in 1957 of the Blagden Committee on Bankruptcy Law and Deeds of Arrangement Law Amendment;
(c) to modernize the law of hallmarking in accordance with the recommendations of the Select Committee of 1856, the Select Committee of 1879 and the Departmental Committee 1959;
(d) to improve the law of Insurance in the ways adumbrated in the Fifth Report of the Law Reform Committee in 1957;
(e) to improve Company Law.

He answered: 'Without giving a definite undertaking, Her Majesty's Government hope to propose legislation to amend the Sale of Goods Act next session. They see no prospect at present of legislation on the Blagden Report on Bankruptcy. Good progress has been made in the current review of the law of hallmarking, but it is not possible to predict when legislation will be introduced. Account will be taken of the Fifth Report of the Law Reform Committee in the review now being made of insurance legislation. As I informed the noble and learned Lord on April 20, Her Majesty's Government hope to propose companies legislation in the present Parliament.'

FRIDAY, JUNE 11

Situation in East Pakistan

A Member asked what extra assistance had been requested from and granted by the Export Credit Guarantees Board in respect of British companies affected by the situation in East Pakistan. Mr. Michael Noble, Minister for Trade, replied: 'No application has been made to the Export Credits Guarantee Department for any general extension of facilities in respect of business with Pakistan. As was announced on May 13, no cover is currently available for this market.'

In reply to another question: whether he was yet in a position to assess the effects on imports and exports of events in East Pakistan, Mr. Noble said: 'It is too early to assess what the effects will be on our trade with Pakistan as a whole, although there has undoubtedly been considerable short-term disruption. Separate records are not kept of United Kingdom trade with East and West Pakistan.'

Pakistan jute industry

Mr. Noble was asked what impact present events in East Pakistan had had on the jute industry and what assessment he had made of the situation since March 25. He answered that recent events in East Pakistan had so far had little effect on the United Kingdom jute industry. It was understood that stocks of raw jute in Dundee were mostly adequate for present production for some months. 'In one or two cases, a shortage of particular grades has meant some short-time working, but I hope that shipments on the high seas and those now being made from East Pakistan will relieve the situation,' Mr. Noble continued.

Scottish Textile Research Association

A Member asked if, in view of the uncertainty regarding the supply of raw jute because of the emergency situation in East Pakistan, and the consequent need on local employment grounds to encourage diversification into polypropylene, the Secretary of State would reverse his decision to stop the grant to the Scottish Textile Research Association for this purpose, and also, whether, in view of the high level of unemployment in the jute industry in the Dundee area and the fact that it is geographically concentrated in an area remote from alternative centres of employment, he would reconsider his policy towards the Scottish Textile Research Association and ensure that its Government grant for the forthcoming year was increased, in order to enable the Association to develop alternative uses for jute textile machinery skills. Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, replied that the British Jute Trade Research Association, now the Scottish Textile Research Association, was given substantial grant terms for the first three years of the quinquennium July 1, 1966 to June 30, 1971, to help prepare the jute industry for the inevitable introduction of polypropylene on a large scale. An extra grant was offered at the rate of 100 per cent of industrial income instead of a basic rate of 55 per cent (subsequently 50 per cent) and the period of this extra grant was subsequently extended to cover the last two years of the quinquennium. During the five years the Research Association had accummulated a considerable amount of data of value to firms who wished to use polypropylene, and this had already been of assistance locally. The extra help over research was intended to be an exceptional pump-priming step for a limited period only, and it was not felt that the supply position on jute, warranted the extension of this special grant, or that such an exension would have immediate relevance.

In answer to a further question: whether the statement by the Department of Trade and Industry in a letter to the right Hon. Member for Dundee, East, that they saw no future for the Scottish Textile Research Association was made with the authority of the Secretary of State; Mr. Price said: 'Yes. The statement by my right Hon. Friend also mentioned that the Department would do what it could to assist the Research Association in the short term.'

Mr. Price was also asked what amounts of grants were paid to the Scottish Textile Research Association in Dundee during each year of the quinquennial period ending in June of this year; and what amounts were proposed to pay the Association from the beginning of the new quinquennium starting on July 1. He gave the following information:

Year	Grant for Jute Work	Grant for Polypropylene Work
1966-67	£20,387	£7,964
1967-68	£19,385	£9,652
1968-69	£15,726	£18,310
1969-70	£16,337	£18,750
1970-71	£10,942 (est)	£25,302 (est)

'No decision has been taken on the grant to be paid to the Association for the period commencing July 1, next, since no application for renewal of grant has been made. When it is, the case will be treated on its merits.'

British films quota

In reply to a question on the level of the quota of British films to be borne by exhibitors during the year beginning January 1, 1972, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said: 'My right hon. Friend has decided to accept the advice of the Cinematograph Films Council and to leave the exhibitors quota at 30 per cent for first feature films and 25 per cent for supporting programme for the year beginning January 1, 1972.'

MONDAY, JUNE 14

European Economic Community

In reply to a Member who asked what benefits he expected to accrue to the paper industry if Great Britain should sign the Treaty of Rome, Mr. Michael Noble, Minister for Trade, said: 'I share the industry's view that the United Kingdom's adherence to the Treaty of Rome should create additional opportunities for trade.'

Mr. John Davies, Secretary of State for Trade and Industry was asked if he would publish the information on which he based his estimate that, if Great Britain were to join the European Economic Community, then the Government would expect a growth rate of 4 per cent to 4½ per cent during the transitional period lasting about four years. Mr. Davies replied that this presumably referred to a report of his recent press conference in Stockholm at which the subject of the United Kingdom growth rate in the EEC was raised. He continued: 'I indicated on that occasion that it was not possible to predict the precise extent or timing of improvements in our economic growth rate. In reply to a suggestion that we might have in mind a growth rate of 7 per cent I expressed the view that it might be advisable to think more in terms of 4 to 4½ per cent being reached by the end of a transitional period.'

Other questions were put on the estimated short-term adverse effects on the United Kingdom balance of visible trade and of the estimated appreciable down-turn in the United Kingdom's external trading relationships during the first years of membership of the Common Market. Mr. Davies replied: 'I cannot add anything to the estimate given by my right hon. Friend, the Chancellor of the Duchy of Lancaster, on December 16 last. Two separate sets of forces will be at work: on the one hand the impact of changes in tariffs and costs, and on the other the beneficial effects of integration into a wider market. All these effects will build up gradually, over a number of years, and I am sure that in the outcome the gains will greatly predominate.'

Rolls-Royce (1971) Ltd.

Mr. Davies was asked whether the unsecured creditors and shareholders of Rolls-Royce Ltd. were officially represented in the negotiations on the price to be paid for the assets acquired by Rolls-Royce (1971) Ltd. He replied that the parties to the agreement for the purchase of those parts of Rolls-Royce Ltd. being acquired by Rolls-Royce (1971) Ltd. were the Receiver, Rolls-Royce Ltd., Rolls-Royce (1971) Ltd. and the Government. The unsecured creditors were not separately represented but the Receiver would be paying due regard to their interests,

Import duty on foreign cars

Members asked Mr. Davies to make a statement on the progress of his studies of the possibilities of removing tariff protection from certain industries, and on the economic and employment effects of the abolition of import duty on foreign cars; Mr. Davies answered: 'As I told the House on May 17, the Government will continue to keep under review the possibility of a unilateral change in the tariff in relation to motor cars and to other products enjoying substantial tariff protection. After careful consideration, I have decided not to make any immediate unilateral change in the tariff on motor cars. If, however, circumstances arise either in this or in any other industry enjoying substantial tariff protection, where it appears useful to abate tariffs unilaterally, in order to improve competition, or to deter excessive wage settlements, I shall not fail to do so. In any such case, I will consult those concerned before I reach a conclusion.'

Mr. Davies was also asked what was the percentage of registrations of foreign-made cars in 1964 in respect of the total number of cars registered in that year; what was the comparable percentage in 1970; and what was the percentage for the first three months of 1971. He said that foreign cars represented about 5 per cent of registrations in 1964 and about 14 per cent in 1970. In the first four months of 1971 they were 18 per cent or 75,000, compared with 12 per cent or 47,000 in the corresponding period of 1970.

Imports of rare fur skins

Mr. Noble was asked what plans he now had for restricting the importation of rare fur skins to the United Kingdom; and if he would make a statement regarding his recent meeting with the British Fur Trade Association. He said: 'At a meeting last month, the British Fur Trade Association agreed to provide certain essential technical information. When this is received, we will consider the practicability of import control promptly and sympathetically.'

Company liquidations

A Member asked how many companies registered for the purposes of the Companies Act 1948 had gone into voluntary or involuntary liquidation during the period June 1961 to June 1971; and if they would be listed individually in the Official Report together with their individual and accumulated losses, and, in the case of motor car insurance companies, the numbers of policyholders affected. 'As the number from April 1961 to March 1971 inclusive was 28,365 I would not feel justified in circulating a list in the Official Report,' replied Mr. Ridley. 'I regret that the information asked for in the second part of the question could not be provided except at disproportionate expense, if at all.'

Mr. Ridley was also asked to list in the Official Report those companies registered as carrying on motor car insurance business, together with their numbers of policyholders. He said: 'I would refer the hon. Member to the list of authorized insurers, some 260 in number, showing the classes of business which they were authorized to carry on on December 31, 1969, which was appended to the Board of Trade Annual Report for 1969. The number of motor policyholders of each company is not recorded.'

Oil consumption for 1971

A request was made for an estimate of oil consumption for 1971; and of likely price increases. Sir John Eden answered that deliveries into consumption in the first quarter of this year were rather more than 4 per cent higher than in the same period in 1970, and if this rate of increase continued throughout this year, deliveries would total 99 million tons. Price levels would depend upon market conditions.

Valriff Ltd.

A Member asked on what date and from whom the Secretary of State received a file of papers making charges and allegations of irregularities being carried on by a firm whose name had been supplied to him; what action was taken; when the file was asked to be returned; by whom; when he returned the file; and whether he would make a statement.

Mr. Davies answered: 'I assume the hon. Member is referring to Valriff Ltd. The Department received a file of papers on May 22, 1969 from Mr. Redman and Mrs. Duveen of the *Sunday Mirror*. Mrs. Duveen asked for the file back on October 10, 1969 and it was returned to her that day. A compulsory winding-up order was made on October 6, 1969. The Official Receiver submitted a report which, did not disclose sufficient evidence to justify further action.

Consumer protection

Mr. Price was asked what private enterprise organizations dealing with consumer protection are now recognized by the Department of Trade and Industry for the purposes of official co-operation. He replied that there was no set list of recognized bodies. The Department was open to views from all, and would consult with whichever organizations seemed best fitted to contribute on specific terms.

Scottish steel industry

In answer to a Member who asked when he hoped to announce the future programme of the steel industry in Scotland; and in particular when he hoped to complete his investigation on siting of a new complex, Mr. Davies said: 'I hope to announce shortly my decision on the BSC investment programme in 1971-72, but the Corporation has not yet formulated proposals on the siting of a new complex.'

Recommended prices for agricultural machinery

A question was asked on the introduction of legislation to amend the Restrictive Practices Acts 1956 and 1968 so as to permit agricultural organizations to give advice and to make recommendations regarding the marketing of livestock and to recommend the prices to be paid for agricultural machinery. Mr. Price replied that the National Farmers' Union had recently sent the Secretary of State a memorandum calling for changes in the legislation in its application to agriculture. Careful consideration to the matter was being given.

Atomic reactors

Sir John Eden, Minister for Industry, was asked what types of atomic reactor were now being considered to fill the gap between the advanced gas cooled reactor and the fast breeder reactor; and when he expected to be in a position to announce a decision on this question. He replied: 'The study which was mentioned by my hon. Friend on May 10 is considering whether a further reactor system should be introduced before the fast breeder. The matter is complex, but I hope to be able to give detailed information towards the end of the year.'

The banking industry

Referring to the Bank of England's new proposals to allow the clearing banks to compete for deposits, a Member asked if the Secretary of State would now refer the other cartel arrangements of the banking industry to the Monopolies Commission. Mr. Davies answered that he proposed to await the response of the Clearing Banks to the Bank of England's paper 'Competition and Credit Control' before deciding whether to adopt the suggestion.

Costs of fuel oil

Referring to the increased costs of fuel oil, imposed by the OPEC countries, and the increased pithead prices of coal, a Member asked Sir John Eden what revision he had made of his forward plans for the construction of atomic power stations. Sir John replied: 'The changes in costs of alternative fuels are certainly taken into account by the CEGB in their forward planning of new power stations.'

Imports of coal

In reply to a suggestion that he should now reverse his decision to allow imported coal into this country, in view of the build-up of indigenous stocks, Sir John Eden said: 'No, Sir. The stocks position has improved but the time has not yet come to review imports which continue to provide a useful degree of flexibility for consumers and merchants.'

Security in the DTI

'Security arrangements within the Department are kept under continuous review,' said Mr. Davies, answering a question on steps taken in the last few months to tighten up security within the Department of Trade and Industry. 'The procedures provide for frequent checks to ensure that the security rules are observed. Recently all staff have been reminded of those rules and of their individual responsibility to comply with them.'

Cabora Bassa dam project

Answering a question on governmental limitations on British firms tendering for contracts concerned with the Cabora Bassa dam project, Mr. Noble said: 'We do not impose any special limitations. As with any contract, British companies should ensure that they do not contravene the sanctions legislation relating to Rhodesia.'

Prices of foreign steel

Sir John Eden was asked what according to information available to him from international sources, was the most recent price per ton charged for cold rolled coil steel in West Germany, France, the Netherlands, the United States of America and Japan. Sir John answered that published home trade prices were respectively: £75.05, £76.10, £67.10, £88.50, £51.20. Actual prices might however differ from these. Except from Japan these prices included an element for the average cost of delivery.

United Kingdom exports to New Zealand

Asked what was the value of United Kingdom exports to New Zealand in 1970, Mr. Noble said that the information was published in the issue of Overseas Trade Statistics for December 1970, which showed that exports to New Zealand were £129 million and to Australia £346 million.

OECD

A Member asked what participation by Her Majesty's Government was contemplated in the study group to be set up by the decision of the Ministerial Council of Organization for Economic Co-operation and Development to prepare the way for a further concerted reduction in the barriers to international trade. Mr. Noble answered: 'I expect there to be a member from the United Kingdom on this Group, which is 'to analyse trade and related problems which arise in a long term perspective'. The Group's composition and precise terms of reference have still to be settled.'

PARLIAMENTARY ANSWERS, *continued*

Industrial Reorganization Corporation

The following information was given by Mr. Ridley to a Member who asked for a list of investments transferred from the Industrial Reorganisation Corporation on May 1.

Loans	
Allied Textile Companies Ltd. (†)	£1,000,000 Unsecured Loan
British Leyland Motor Corporation Ltd.	£25,000,000 Unsecured Loan
	£7,500,000 Unsecured Loan – Machine Tool Facility
British Oxygen Co. Ltd.	£2,500,000 Unsecured Loan
Chrysler (U.K.) Ltd.	£150,000 Unsecured Loan Stock 1981
Clarke Chapman – John Thompson Ltd.	£2 000,000 Unsecured Loan
	£5,000,000 Unsecured Loan
Davy-Ashmore Ltd.	£600,000 Secured Loan
English Electric Co. Ltd.	£2,500,000 Subordinated Unsecured Loan Stock 1975
Herbert-Ingersoll Ltd.	£475,000 Unsecured Loan
Joseph Lucas (Industries) Ltd. (‡)	£3,000,000 Unsecured Loan
Marwin (Holdings) Ltd.	£750,000 Unsecured Loan
Nuclear Enterprises Ltd.	£500,000 Unsecured Loan
Plessey Numerical Controls Ltd.	£3,000,000 Unsecured Loan
Qualitex Ltd.	£2,000,000 Unsecured Loan
Ransome Hoffman Pollard Ltd.	£3,118,000 Unsecured Loan
Reed Paper Group Ltd.	£1,200,000 Unsecured Loan
Reed Paper Group Ltd., and The Bowater Paper Corporation Ltd.	£2,000,000 Unsecured Loan
Samuel-Osborn & Co. Ltd.	£1,000,000 Secured Loan
Spirella Group Ltd.	£900,000 Unsecured Loan
The Laird Group Ltd.	£2,595,000 Secured Loan
The Mills Equipment Co. Ltd.	£250,000 Secured Loan
The Steel Group Ltd.	£1,000,000 Unsecured Loan
The Weir Group Ltd.	£1,250,000 Unsecured Loan
Whessoe Ltd.	£3,500,000 Unsecured Loan
Loans Convertible into Equity	
Marwin (Holdings) Ltd.	£750,000 8 per cent Convertible Loan
Ransome Hoffman Pollard Ltd.	£6,211,004 8 per cent Convertible Unsured Loan Stock 1984 (subscribed at par)
Rolls-Royce Ltd.	£10,000,000 Unsecured Convertible Loan
Spirella Group Ltd.	£400,000 10 per cent Convertible Unsecured Loan Stock 1977 (subscribed at par)
Equity and Preference Shares	**Cost**
British Nuclear Design & Construction Ltd.	260,000 Ordinary Shares of £1 — £260,000
Brown Bayley Ltd. (§)	2,400,000 Ordinary Shares of £1 — See Note (§)
Chrysler (U.K.) Ltd.	7,561,140 7 per cent Cumulative Preferred Ordinary Shares of 20p — £1,512,228
George Kent Ltd.	3,017,577 Ordinary Shares of 50p
	1,244,180 Deferred Ordinary Shares of 50p — £6,504,861
Herbert-Ingersoll Ltd.	38,250 'A' Ordinary Shares of £1 36,750 'B' Ordinary Shares of £1 — £525,000
Kearney & Tucker Ltd.	300,000 Redeemable Convertible Third Preference Shares of £1 — £300,000
Nuclear Enterprises Ltd.	7,353 'B' Ordinary Shares of £1 — £100,000
Ransome Hoffman Pollard Ltd.	155,000 Ordinary Shares of 25p — £131,927
The Laird Group Ltd.	4,900,830 Ordinary Shares of 25p — £1,225,208
Notes	**Cost**
(†) £500,000 of this loan has now been repaid	
(‡) This loan has now been repaid	
(§) The following investments are held by Brown Bayley Limited:	
Brown Bayley Steels Ltd.	2,404,000 Shares of 50p — £1,470,453
Ransome Hoffman Pollard Ltd.	£2,700,000 8 per cent Convertible Unsecured Loan Stock 1984 — £2,700,000
	1,200 000 Deferred Ordinary Shares of 25p — £588,911

Fuel consumption

A Member asked Mr. Ridley if he would publish the figures of fuel consumption, coal equivalent, per capita in the United Kingdom and the United States, so far as available to him from international sources, for the years 1960 to the latest available year. Mr. Ridley said that the following figures were derived from the United Nations Statistics Papers Series J – World Energy Supplies. Owing to differences in statistical convention these estimates were not comparable with those for the United Kingdom published by the DTI.

Estimated energy consumption
(Long tons coal equivalent per capita)

	United Kingdom	United States
1960	4·83	7·89
1961	4·82	7·92
1962	4·85	8·13
1963	5·03	8·45
1964	5·02	8·77
1965	5·04	9·06
1966	5·01	9·47
1967	4·82	9·70
1968	4·92	10·17

Tariffs on imported products

A question was asked on which industries the Government had assisted over the past year by imposing or increasing levies or tariffs on imported products. Mr. Davies replied that no new or increased duties were imposed under the Import Duties Act 1958. Anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 were imposed on certain imports of doll's eyes, new potatoes, zirconium dioxide and certain nitrogenous fertilizers. Under the Agriculture and Horticulture Act 1964, minimum import prices, maintained when necessary by means of levies, were increased on shell eggs.

A member asked Mr. Noble what representations he had received on the effect on imports and exports of the fishing industry of Great Britain joining the European Economic Community; and what reply he had sent. 'I have received no such representations but the effect of entry on our trade in fish should be favourable subject to the satisfactory modification of the Common Fisheries Policy for which we have asked in our negotiations,' answered Mr. Noble.

Imports of fibre building board

Stating that the bulk of fibre building board now imported entered duty-free, and that the application of a common European Economic Community external tariff would involve a substantial addition to the cost of house building in the United Kingdom; a Member asked whether steps would be taken to ensure that fibre building board was included with those commodities which would be permitted duty-free importation from outside the enlarged Community. Mr. Noble answered: 'If as I hope arrangements are made to avoid the re-erection of tariffs between those members of EFTA who are not applying for membership of the EEC and the enlarged Community, the bulk of our supplies would continue to enter duty-free. In any event the duty on fibre building board would represent a very small part of the cost of a house.'

TUESDAY, JUNE 15

Trade Descriptions Act

Lord Drumalbyn was asked if legislation would be introduced to amend Section 24 of the Trade Descriptions Act 1968, to redefine the circumstances in which a company in whose shops are displayed false or misleading trade descriptions is excused responsibility because they are due to an error on the part of an employee.

Lord Drumalbyn answered that this section did not excuse the employer unless he had observed the highest standard of care to avoid an offence. The Government took the view that the Act was properly framed to place criminal liability where it justly belonged and that amending legislation was therefore unnecessary.

European computer industry

Mr. Frederick Corfield, Minister for Aerospace, was asked whether the Government accepted Recommendation No. 619 on the computer industry in Europe, hardware manufacturing, which was adopted by the Consultative Assembly of the Council of Europe on January 20, 1971; and whether they were prepared to collaborate in reaching agreement on common European standards and common European public procurement and development contract policies in the computer field. 'The Government welcomes moves towards standardization in the computer field and Britain continues to participate in the work of the international standardization bodies,' replied Mr. Corfield. 'Several of the other topics covered by the recommendation raise complex issues which are of concern to one or more of the international bodies to which it has been transmitted by the Council of Europe for comments. The Government will play its part in international discussions on these topics.'

World Hunting Exhibition at Budapest

Mr. Noble was asked what support the Department of Trade and Industry was giving to the British exhibitors to the World Hunting Exhibition at Budapest in 1971. He said: 'The Department of Trade and Industry is not providing support for British exhibitors in the World Hunting Exhibition in Budapest. Exhibitors are eligible for the usual services provided by the Department and the Commercial Department of the British Embassy.

'An information counter, panels and plaques from the British Pavilion at the Budapest International Trade Fair held in May, have been made available to The Nature Conservancy, who are organizing a central exhibit at the exhibition.'

Demand for bulk steel

Questions were asked on the estimated likely demand for bulk steel in the world, in Europe, and in the United Kingdom, respectively, during the current year, in 1975, 1980, and 1985 and beyond, the estimated productive capacity, the location of that capacity, required to meet this demand; whether these estimates were being considered in the review now being carried out with the British Steel Corporation, and the estimated tonnage of bulk steels manufactured in the United Kingdom in 1975, 1980, 1985 and beyond. Mr. Ridley answered that the review with the British Steel Corporation was examining a number of alternative levels of steel capacity and no decision would be taken until this extensive work was completed, having regard to all relevant factors.

Mr. Ridley was also asked what discussions he had had with the British Steel Corporation and the steel companies within the European Steel Community, with a view to setting up one or more competing international steel companies within a larger European Community and what discussions had taken place with the Commission in Luxembourg and Brussels about the size of the European steel industry, including the British steel industry, and the maximum capacity of individual companies and

individual steel plants, both recently and since the European Coal and Steel Community was first established.

To both these questions, Mr. Ridley answered that no such discussions had taken place.

Reserves of natural gas

A Member asked whether, in view of a number of recent discoveries in the North Sea, the Government's estimate of the ultimate potential of the area from 1 million barrels per day of crude oil to three million barrels per day would be revised; and whether a new estimate of the recoverable reserves of natural gas locatable on the British section of the Continetal Shelf could be given. Mr. Ridley answered that no official estimate of crude oil reserves in the North Sea had yet been made: this would not be possible until recent discoveries had been appraised and considerable further exploratory drilling had taken place. The latest estimate of recoverable reserves of gas was put at about 32 trillion (32×10^{12}) cubit feet.

Proposed nuclear station at Haysham

A Member asked whether a comparison would be published in the Official Report of present estimates of generation costs for the proposed nuclear station at Haysham and for the proposed oil-fired station at the Isle of Grain in identical form to the Table which appears in the report of the Select Committee on Science and Technology, Session 1966-67, Appendix 11, page 392, and stating how the figures given would be affected if both stations had the same output. Mr. Ridley said 'The Appendix was part of evidence supplied by the Central Electricity Generating Board and I am asking the Chairman to write to my hon. Friend.'

Motor car insurance

Mr. Davies was asked what action he intends to take to safeguard the interests of policy holders in view of the present state of the motor car insurance market. 'I am continuing to keep a close watch and as I told the House on March 10 I am reviewing the adequacy of the law affecting insurance companies within the wider review of company law generally,' he answered.

Liberalization in world trade

A question was asked whether Her Majesty's Government accepted Resolution No. 488 on European economic problems, trade relations between the United States of America and the European Communities, which was adopted by the Consultative Assembly of the Council of Europe on May 14, 1971; and whether they would make the declaration mentioned in paragraph 6 of this resolution. Mr. Noble replied: 'This Resolution has been noted with approval by Her Majesty's Government who are in full agreement with the need for maintenance and development of liberal policies for the growth of world trade and for the full restraint of protectionism. Indeed, within the OECD, and with the approval of ourselves and the Community a high level working group is being established to examine moves towards liberalization in World trade.'

Imports of natural gas

Mr. Ridley was asked whether the Central Electriciy Generating Board would be authorised to purchase supplies of natural gas direct from the Phillips Company in the Norwegian sector of the Continental Shelf or from any other foreign supplier for the purposes of power generation in the United Kingdom. He answered; 'No authorisation is needed to import such gas but proposals from C.E.G.B., to use more gas in power stations would have to be considered on their merits.'

Pit closures in County Durham

Mr. Ridley, asked what proposals he had received from the National Coal Board concerning further pit closures in County Durham, replied that colliery closures were a matter for the National Coal Board acting in consultations with the Unions. The Board had not consulted the Department about any further closures in County Durham.

WEDNESDAY, JUNE 16

Publicity for special development areas

Mr. Ridley told a Member who inquired about forms of publicity for attracting additional employment to the special development areas and development areas; and whether he was satisfied with the position; that the main forms of paid publicity were press advertising and the provision of descriptive literature to inquirers. He was satisfield that these were effective in bringing the advantage of the assisted areas to the attention of industrialists with expansion plans.

Origin marking requirements

A Member asked before imposing new origin marking requirements, on what criteria the Secretary of State decided whether origin information helped the consumer to select the goods best suited to his needs. Mr. Ridley answered that the test was whether origin was likely to provide a reliable indication of characteristics which would affect the suitability of the goods for the use the consumer had in mind, and which could not more suitably be established by other means.

Trade Descriptions Act

Lord Drumalbyn was asked if legislation would be introduced to amend Section 11 of the Trade Descriptions Act 1968 in such a way as to place on a shop the burden of proving that goods on sale at a reduced price were in fact on sale at a higher price for a continuous period of at least 28 days in the preceding six months. He replied that the Government did not consider that such a reversal of the burden proof was necessary for adequate enforcement of the section or that it would in this context be right in principle.

THURSDAY, JUNE 17

Motor insurance

Mr. Ridley was asked if he was satisfied with the present situation where the DTI was unaware of the number of policyholders covered by the motor insurance companies. He replied: 'For the purpose of assessing an insurance company's solvency our predecessors did not consider it necessary to require a return of the number of policyholders (which anyway fluctuates from day to day) but this matter is being reconsidered during the course of the current review of existing insurance legislation.'

Mr. Ridley was also asked to list the motor insurance companies which went into liquidation in the period June 1961 to June 1971, with their losses and numbers of policyholders affected. He replied: 'I am circulating a list in the Official Report. As I stated on June 14, the number of policyholders is not recorded, but the total for the companies listed is estimated at about 2 million. It is not practicable to state the amount of the losses.

Motor Insurance Companies which failed between January 1, 1961 and June 15, 1971

Brandaris Insurance Co. Ltd.
American Military International Insurance Association
First General Assurance and Guarantee Co. Ltd.
Coventry Insurance Co. Ltd.
Fire Auto and Marine Insurance Co. Ltd.
London and Cheshire Insurance Co. Ltd.
Irish American Insurance Co. Ltd.
London and Midland Insurance Co. Ltd.
Gibraltar Insurance Co. Ltd.
London and Home Counties Insurance Co. Ltd.
London and Wessex Insurance Co Ltd.
Metropolitan and Northern Counties Insurance Co. Ltd.
South Yorkshire Insurance Co. Ltd.
Craven Insurance Co. Ltd.
Industrial Life and General Insurance Co. Ltd.
Carriage Insurance Co. Ltd.
Midland Northern and Scottish Insurance Co. Ltd.
Vehicle and General Insurance Co. Ltd. and 4 subsidiaries
  Automobile and General Insurance Co. Ltd.
  General and Commercial Motor Guarantee Co. Ltd.
  Metropolitan General Insurance Co. Ltd.
  Transport Indemnity Insurance Co. Ltd.
Competitive Insurance Company Ltd.

Anglo-Eire Free Trade Agreement

Mr. Noble was asked to what extent he expected the Anglo-Eire Free Trade Agreement to be affected by the transitional arrangements for United Kingdom entry to the European Economic Community. Mr. Noble said that the operation of the AIFTA during the transitional period would have to be discussed, but it was common ground between the present Community and the candidates that its enlargement should not be the occasion for abandoning progress towards free trade already agreed upon between them.

Trade with EEC

Answering questions on the annual exports and imports to the individual member states of the European Economic Community from the United Kingdom for the latest 12-month period and for the years 1965 to 1969, Mr. Noble said that for 1970 and later periods, the figures were published in Tables II and V of the December 1970 and subsequent issues of Overseas Trade Statistics. Following is the information for 1965 to 1969.

United Kingdom Trade with EEC countries

£ million

Imports	*1965*	*1966*	*1967*	*1968*	*1969*
W. Germany	265·4	302·2	339·2	436·4	466·7
Netherlands	270·8	291·2	328·7	393·1	408·1
Belgium	121·8	128·8	143·1	168·7	182·5
Luxembourg	1·7	3·1	3·2	5·3	4·7
France	190·5	212·4	255·1	312·0	324·6
Italy	144·6	166·2	195·1	235·9	222·6
Exports					
W. Germany	285·4	289·7	277·4	364·1	417·2
Netherlands	203·0	207·4	205·9	256·1	298·1
Belgium	173·8	186·2	182·7	241·2	289·2
Luxembourg	1·5	1·5	1·3	2·0	2·7
France	193·5	213·3	218·4	253·9	312·8
Italy	123·1	148·2	157·9	178·5	210·4

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House,* 50 *Ludgate Hill, London,* EC4M 7HU (*Tel.* 01-248 5757, *Ext.* 7146).

Parliamentary answers on aviation and shipping

FRIDAY, JUNE 11

L-Band frequencies for aeronautical satellites

In reply to a question on policy towards the provision of L-Band, aeronautical navigation and communication satellite systems, Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, said: 'The United Kingdom agrees with the recommendation of the International Civil Aviation Organization that L-Band frequencies should be used for aeronautical satellites. In addition, it is Government policy that possible provision of such satellites should be responsive to the needs of that Organization and should be progressed within a broad international framework. The United Kingdom is therefore supporting the current experimental and evaluation work being carried out by the European Space Research Organization. At the same time, together with our European partners, we are seeking wider international co-operation, particularly with the United States.'

Fire on ss 'Oriana'

Mr. Michael Noble, Minister for Trade, was asked when the results of the inquiry into the fire on the liner ss 'Oriana' which broke out on August 11, 1970, would be published. He answered that this inquiry was a preliminary inquiry under section 465 of the Merchant Shipping Act 1894. Such inquiries were intended to guide the Department on further action that might be necessary, and the reports on them were not suitable for publication.

MONDAY, JUNE 14

Rolls-Royce RB211 engine

Mr. John Davies, Secretary of State for Trade and Industry, was asked to give an assurance that work would continue on the RB211 engine beyond August 8 and that further grant aid would be available should this prove necessary. He answered: 'The parties principally concerned with the RB211/TriStar situation agreed that since the announced date for the beginning of the summer congressional recess is August 6, it would be reasonable to expect a decision on the United States Administration's proposal to Congress by August 8. If it appears that this timetable cannot be met, it will be necessary for Rolls Royce and Lockheed and also the United States and British Government to consult about the situation.'

Wreck of munitions ship

Mr. Noble was asked when the last inspection was made of the wreck of the munitions ship 'Richard Montgomery' in the Thames estuary; what estimate was made of the condition and safety of its cargo; and whether further thought had been given to methods of neutralizing the effects of any explosion. He answered that following the last diving survey in 1965 it was decided that the best and safest course was to leave the wreck and its cargo undisturbed. A recent close survey over the wreck and a study into the feasibility of a protective barrier were being evaluated. He continued: 'We shall tell interested parties our conclusions later this year. There does not appear at present to be a feasible method of neutralizing the effects of any possible explosion in the wreck.'

Manufacture of lifejackets and lifeboats

Mr. Noble was asked to give an assurance that proposed new regulations for the marine services of his department would enable the manufacture of lifejackets and other equipment to be profitable in order to maintain employment and export orders; and whether he would consult with manufacturers on their problems before the regulations were presented for parliamentary endorsement. He answered: 'The concession to manufacturers of lifejackets and lifeboats announced on June 8 by my hon. Friend the Minister for Industry was intended to minimize any threat to their profitability resulting from increases in marine survey fees. As the fees in question are contractual and not statutory the changes will not be the subject of regulations requiring parliamentary endorsement.'

Exports to Panavia for MRCA aircraft

Asked what facilities were available from the Export Credits Guarantee Department to give cover to British companies exporting components and equipment to Panavia for the MRCA aircraft, Mr. Price, said: 'ECGD is prepared to consider applications for normal cover for this business.'

Reduced take-off and landing techniques

Mr. Price told a Member who asked what requests had been received from British aircraft manufacturers for assistance in funding a feasibility study of reduced take-off and landing techniques, and what replies had been sent, that proposals had been received from the British Aircraft Corporation and some were expected from Hawker Siddeley Aviation. They would be replied to when they had been studied in depth.

Concorde

Asked to make a further statement on the progress of Concorde, Mr. Davies said: 'Since my statement on May 10 Concorde has made a number of further flight tests. In addition it has flown to Dakar and appeared at the Paris Air Show where it attracted considerable interest.'

Civil aircraft programmes

Mr. Price was asked about financial assistance to civil aircraft programmes other than the Concorde and the RB211. He replied that about £1 million would be spent this year in completing launching aid for the Trident 3B aircraft.

Orders for new ships

Sir John Eden, Minister for Industry was asked what proportion of orders for new ships had been placed during 1970 by British owners with British yards and how this compared with previous years. He replied, about 25 per cent by value in 1970 compared with between 33 per cent and 50 per cent in the previous four years, but the estimated value of orders for United Kingdom Registration placed in United Kingdom yards in 1970 at £287 million was the highest for over 10 years.

WEDNESDAY, JUNE 16

Proposed Foulness Airport

Mr. Noble was asked to make a statement describing the studies instituted on the siting of runways, stacking areas, flight-paths and other matters relating to the proposed Foulness Airport, with particular reference to the need to protect Kent from noise pollution and when he expected to be able to publish his conclusions as to the final detailed proposals. Mr. Noble answered that preliminary studies by the Department concerned were in hand. The BAA were being consulted and there would be full consultation with the local authorities. It was hoped to reach conclusions on this matter by the end of the year.

THURSDAY, JUNE 17

Charter flights

Mr. Noble was asked what restrictions had been placed upon charter operators to and from the United Kingdom on the part of foreign airlines using Boeing 747 aircraft. He answered that applications for charter flights between the United Kingdom and a country different from the country of the airline operator concerned, and which involve aircraft with a seating capacity of more than 252 passengers, were being refused for the time being.

'Charter flights by foreign airlines between the United Kingdom and places other than the country of the airline concerned have long been closely controlled.' Some countries prohibit such flights (known as fifth freedom flights) completely; it is widely accepted that carriage of charter traffic should be primarily by the airlines of the countries directly concerned. The United Kingdom practice on fifth freedom charter flights, which are permitted in defined circumstances, under limitations, and subject to reciprocity, was based on use of narrow-bodied aircraft. The advent of the Boeing 747, with a seating capacity more than twice that of the Boeing 707 or VC 10, represents a substantial change which could draw off substantially more traffic from the operators of the countries directly concerned, including our own.

'The foreign airline operators mainly concerned have been informed that this restriction will apply until further notification.'

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

New Books

Mission Report Australia and New Zealand. Agricultural Engineers Association Ltd. (18 pages. Agricultural Engineers Association, 6 Buckingham Gate, London, SW1. £1). This report is the published result of a mission which left the United Kingdom on October 10 and returned on November 27, 1970, after spending ten days in New Zealand and the remainder of the time in Australia. This, the first official AEA trade mission to Australia and New Zealand, comprised only those people who felt that they had opportunities for doing business in Australia as a result of having studied the *Report on the Market for Agricultural Machinery and Equipment in Australia,* by B. P. Pothecary, reviewed in the *Board of Trade Journal,* January 14, 1970. Anyone wishing to obtain a complete picture of the Australian market is advised to read the Pothecary Report, as the information contained therein is not duplicated here. However, the earlier report does not cover the Australian tractor market and this report therefore includes a section on this topic. The main findings of the mission were that delivery dates and intensive local knowledge are essential factors in the successful exploitation of this potentially lucrative market. The report includes chapters on the markets for specialised agricultural equipment in Australasia, for tractors, and for specialist contractor services, and on the export potential to be derived from the extensive broiler industry in Australia. Three concluding appendices include statistics on tractor distribution by holdings and a map designed to make British exporters appreciate the relative size of the Australian continent.

Company Boards; their Responsibilities to Shareholders, Employees and the Community, by Barbara Shenfield. (175 pages. Allen & Unwin. £2.75. ISBN 0 04 658038 7). This study, which was undertaken as part of the programme of research into the nature of the modern corporation being carried out under the auspices of Political and Economic Planning, presents the findings of an inquiry into the ways in which the boards of British joint stock companies look upon their social responsibilities and how they attempt to discharge them. Using the case history method, the author examines the actions of selected companies in regard to participative management, represented by a large international company in a highly capital-intensive industry; to job security, based on the attempts of a construction company to offer continuity of employment in an industry with a chronically casual labour force; to company donations to charities and the arts, based on the policies of four companies and the explanations they and a much larger group of companies offered to justify devoting company resources to non-profit-seeking activities. In these three case histories the courses of action, thought to be socially responsible by the companies concerned, were voluntary. The fourth case deals with the negotiations between the Board of Trade and Unilever following the Monopolies Commission's report on the supply of household detergents (1966), in which an external interpretation of social responsibility was imposed on a company. The cases studied showed that in the view of many company directors their basic function is to balance the interests of shareholders, consumers, creditors, employees and the 'public interest.' There was general agreement among the boards of the large companies consulted that they have social responsibilities, especially in the areas of employee welfare, democratic management, corporate philanthropy and the social consequences of their business activities in such matters as pollution and industrial location. They recognized that some activities, apparently non-profit-seeking in the short run, might be a necessary part of longer-term business success and therefore not in conflict with the best interests of shareholders. If the social responsibilities of company boards are seen as a general responsiveness to the changing social climate in which business activities are carried on, then organized labour, consumer associations and public opinion can exert pressures which will slowly bring about changes in company practices. The alternative view, that companies must be made more accountable to bodies representing shareholders, employees, consumers and the public, would require new legal forms to be devized, and this, the author claims, would present formidable difficulties. Two of the case studies have been previously published by PEP in its series of *Planning Broadsheets,* as No. 505, November, 1968, *Security of Employment,* which gives rather more detailed results of the study in the construction industry than appear in *Company Boards,* and No. 511, April 1969, *Company Giving.*

Despite improvements in econometric techniques, economic forecasting is still a highly speculative activity, and this is true even of the centrally planned economies of Communist countries. At first sight it would appear relatively simple to make accurate predictions about national economic performance when all major economic developments are controlled and initiated by government action and take place within a framework of five year planning. In practice, however, the planned results are seldom fully achieved, due to factors such as political changes, harvest failures, miscalculations in estimates of the growth of productivity and the completion of investment projects. Further difficulties arise from the absence of accurate figures and the unreliability of the available official statistics. These problems are well illustrated in **The Prediction of Communist Economic Performance,** edited by P. D. J. Wiles. (390 pages. Cambridge University Press. £4. ISBN 0 521 07885 7). This is a series of essays by different contributors on the economies of Eastern Europe (including Albania) and China. There are one or more essays devoted to each country and several comparative studies, whilst an appendix gives a comparative statistical table showing the economic performance of the different states. An unusual feature of this publication is the discussion and analyses of several essays – also reproduced here – written in 1967. The book is primarily a methodological study written with the aim of improving forecasting techniques, and as such will be of interest to those generally concerned with economic forecasting. A useful byproduct is the description of current economic developments in the Communist world, with the inclusion of numerous tables and sets of figures not easily obtainable from other services. Full references are given in footnotes for all texts and figures quoted, but the volume would have gained from the inclusion of a full bibliography and index.

Present Policies Against Inflation: A Report prepared for the Economic Policy Committee by the Working Party No. 4 on Costs and Prices. Organization for Economic Co-operation and Development. (43 pages. Available from HMSO. 62p; by post 64½p. SBN 11 920444 4). The Working Party which prepared this report is composed of senior officials from the 22 member governments of OECD. The report, which was completed in April, 1971, gives the Working Party's views on the recommendations put forward in November, 1970, by the OECD General Secretary in his report entitled *Inflation: the Present Problem,* and comments on recent developments and policies now being pursued by OECD countries to bring inflation under control. It is divided into two main scetions: recent developments and immediate issues of policy, and comments on general issues raised by the Secretary-General's report. The booklet is well illustrated with graphical and statistical data and will be of interest to all those concerned with this most intractable of post-war economic problems.

British Computers and Industrial Innovation, edited by Eric Moonman. (146 pages. Allen & Unwin. £2.50. ISBN 0 04 338048 4). During the 1969/70 Parliamentary session, the House of Commons Select Committee on Science and Technology appointed a sub-committee – known as Sub-committee D – whose terms of reference were to examine 'the prospects for the United Kingdom computer industry in the 1970's, including the possibilities of international collaboration and the functions of Government in this field both as policy maker and user.' Before its work was brought to a premature close by the dissolution of Parliament in June, 1970, Sub-committee D had heard evidence in 16 open sessions and had received 110 memoranda from government departments, computer manufacturers and users, consultants, software houses and computer bureaux. All of this has been published by HMSO (*United Kingdom Computer Industry.* Vol I, Minutes of evidence. 485 pages. £2.75. SBN 10 213770 6. Vol. II, Appendices. 301 pages. £1.25. SBN 10 227270 0). But after the general election, in which three members of Sub-committee D lost their seats, it was clear that the preparation and publication of an official report based on this unparalleled collection of evidence and statistics was out of the question. The present volume is intended as a substitute for such a report. It contains a critique of the Sub-committee's evidence contributed by three of its members and two outside experts. Eric Lubbock examines the evidence relating to Government support for the hardware industry; Nancy Foy is concerned with Government strategy for computer software and services; Professor Stanley Gill deals with telecommunications and the computer industry; Arnold Gregory takes computer education and training; Eric Moonman proposes an international strategy for the computer industry, with special reference to Europe. This volume is essentially complementary to the two published by HMSO, and there are numerous references to their contents. It is therefore rather surprising that 43 pages are devoted to reprinting two memoranda which are in the earlier volumes. Nonetheless, the amount of information provided in the remaining pages is such that all with an interest in the United Kingdom computer industry should find the volume a worthwhile purchase. Unfortunately the opportunity has been missed to provide an index to this mass of information, which when used in conjunction with the textual references to specific passages in the volumes of evidence, would have done much to make good the inevitable omission of a subject index from these volumes.

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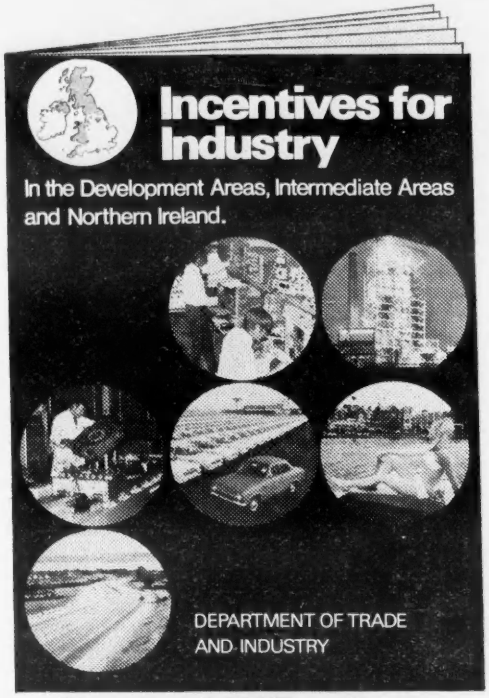
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CATALOGUES FROM AUCTIONEERS.

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
June 30	Miscellaneous stores	Queen's Hall, Northern Ireland War Memorial Building, 9/13 Waring Street, Belfast, 1	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, BT1 4NZ. (Tel. 0232 20233.)

Miscellaneous vehicles; 6 kVA generating sets; compressors; aircraft platforms and trolleys; wireless and communication spares; vehicle spares; trolley and screw jacks; portable greasing unit; 6 tons of aircraft scrap; Atlas pallet transporter; 4-wheeled trolleys; tyres; batteries; ball and roller bearings; tool kits; jerricans; wrist watches; 51 tons scrap metal; 5 tons of mixed rags; mattresses; kitbags; carpets; chair covers; white and coloured blankets; DMS and ankle boots; raincoats; tubular and other chairs; wardrobes; folding bedside tables and large quantities of other miscellaneous stores.

July 6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham.	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Generating sets; fork lift trucks; tradesmen's hand tools and vices, surveyor's theodolites; telescopic levels; microscopes; wireless, telephone and electrical equipment; voltmeters; test sets; stop and pocket watches; binoculars; half plate cameras; firemen's axes; sisal, manila and coir rope; large quantity silicone proofed terylene canvas; curtain material; boots and shoes; service clothing; triangular bandages; kitchen utensils; crockery and glassware; blue serge trousers; jackets; jerseys; jumpers; and other articles of miscellaneous clothing; large quantity of furniture and numerous other effects.

July 15	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Surplus plant and stores including 120 vehicles comprising Morris ambulances; Mini Minors; Ford Anglias; Bedford, Ford, Morris and Commer vans; Land Rovers; Bedford fire tenders; electric fork lift trucks; snow ploughs; machine tools including bench grinders; presses; bench screwing machines; pneumatic drills; hand tools including saws; screwdrivers; jacks; chisels; hammers; augers; dies; files, etc.; transformers; amplifiers; switches; receivers; junction boxes; power units; oscillators; dynamotors; capacitors; valve testers; inductors, etc.; gyros; altimeters; oscilloscopes; gauges; oxygen equipment; telephone equipment; rack assemblies; furniture; service clothing; boots and shoes; webbing equipment; textiles; water hose and couplings; asbestos blankets; ladders, etc. and many other items of surplus stores.

July 21-22	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366.)

Aircraft spares; electronic valves; hydraulic trolley jacks; electric cable; miscellaneous spares for generating sets; bridging spares and engineering construction plant; printing reperforators; 7 tons of scrap rubber; machine tools including cylinder boring and turning and boring machines; portable electric drills; lathes; valve grinders; 60-ton press; flexible shafts, etc.; large quantities of furniture; clothing; textiles; mixed rags, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

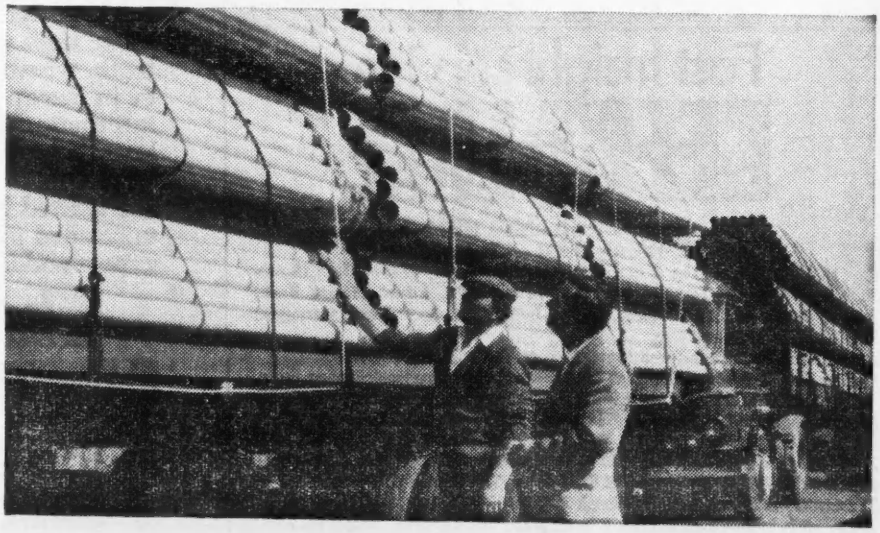
DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
July 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

HARDWARE EN ROUTE FOR ZAMBIA

The new Marley Plumbing distributors in Zambia – Hardware Merchants Ltd., of Lusaka and Ndola – are shortly to receive their first delivery of goods. The order, worth £25,000, for a mixed shipment of soil, waste and rainwater goods has just left the Lenham factory of Marley Extrusions Ltd. From London docks they will go by sea to Lobito in Angola and these by rail to Zambia. The staff of Hardware Merchants have already been in the United Kingdom for training and expect to be placing another similar order in the near future. Picture shows the shipment leaving the works at Lenham and being checked over by the two packers who prepared the consignment.



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Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Crown House, Linton Road, Barking, Essex. Tel: 01-594 7191. Telex 897886. **Killick, Martin (Southampton) Ltd.**, 100 Canute Road, Southampton SO1 1AG. Tel: 0703 32711. Telex 47444. **Killick, Martin (Birmingham) Ltd.**, St. Martin's House, Bull Ring, Birmingham 5. Tel: 021-9051. Telex 338807. **R. M. Beveridge & Co. Ltd.**, 14 St. Vincent Place, Glasgow C1. Tel: 041-221 3615/7. Telex 778118. 54 Commercial St., Dundee. Tel: Dundee 22131. Telex 76353. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031-554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

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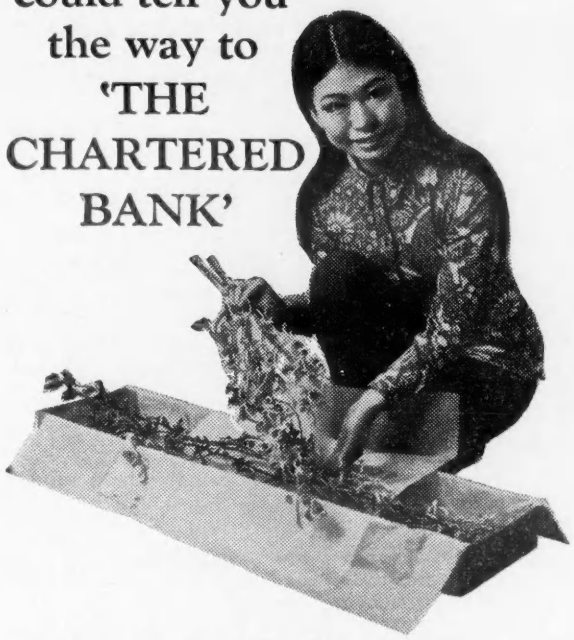

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
- nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1 752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·1	156	155	116	104·2	138	152	157	117	136	351	214	42	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	123·8	149	148	114	103·3	133	145	144	112	133	–31	23	– 5	–41
2nd quarter	120	123·5	155	153	116	104·2	141	153	163	118	137	106	55	11	21
3rd quarter	120	124·3	159	158	117	104·6	138	154	156	119	133	117	40	6	12
4th quarter	122	124·6	163	161	118	104·7	140	157	167	119	139	159	87	31	60
1971															
1st quarter		124·4 p			116	101·9		146 p	147 p				74 p	20 p	–75 p
1970															
October		125·3				106·0									
November		123·4				103·3									
December		125·0				104·9									
1971															
January		126·8 p				102·7									
February		123·8 p				99·7									
March		122·7 p				103·0									
April		125·4				104·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment††	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	
£m. in base year							Series in thousands			4,362	4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	55
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–297
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–306
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	437
1970	125	140·2	6·4	128·5	124·6	217·7	574	186		181	184	621
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	10
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	99
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	166
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	162
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	218
2nd quarter	122	139·5	5·8	129·2	123·6	214·0	563	187	24,139	183	183	147
3rd quarter	123	141·1	6·9	126·9	125·7	219·5	592	185	24,077	178	175	77
4th quarter	125	144·0	7·7	127·8	128·4	228·3	581	177		190	199	179
1971												
1st quarter	122 p	147·9	8·6	131·2	131·7	237·2 p	631	146		189	186	77
1970												
December	125	145·0	7·9	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	8·5	129·8	130·7	236·8	613	157		174	175	
February	120 p	147·8	8·5	130·6	131·6	237·1	623	147		187	172	
March	122 p	149·0	8·8	132·2	132·6	237·8	656	134		207	211	
April	120 p	152·2	9·4	137·1 p	133·6 p	238·8	704	129		201 p	209 p	
May				136·6 p	134·2 p	241·5 p	731 p	130 p		194 p	206 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(††) Figures are subject to revision

Monthly report of the economic situation

The following is the report on the economic situation, prepared by HM Treasury, which will be published in *Economic Trends* for June at the end of the month. Note: Unless otherwise stated, this report is based on seasonally adjusted data.

Aggregate demand and output

A FIRM VIEW of the development of the economy in the first quarter of 1971 is not yet possible, and indeed, it may be some months before the effects of the prolonged Ford and postal strikes on both the recording of data and the level of activity can be properly assessed. However, the data so far available point to a fall in domestic output from the level in the second half of last year. As expected at the time of the Budget, there was a sharp decline in stock-building from the high rate in the second half of last year. Most other components of demand were lower. Some recovery in the level of activity is expected in the current quarter; in particular, consumers' expenditure should recover from the effects of strikes and should benefit from the cut in personal taxation which was announced last October and took effect in April. Looking ahead to the second half of the year, there will be a further stimulus to demand from two tax changes announced in the Budget – namely the reduction, effective from July 5, in SET and the improvement, also effective by July, in child allowances – and from the increase, effective from September, in National Insurance benefits.

Wages and earnings

The rise in average earnings slowed down in the early months of this year. Whereas in the fourth quarter of 1970, the index of average earnings rose by nearly 4 per cent, and was then around 14 per cent above a year earlier, the rise in the first quarter is provisionally estimated to have been around 1¾ per cent, bringing the level of earnings to about 12½ per cent above that of the first quarter of 1970. With few workers affected by new settlements, the index of hourly wage rates (not seasonally adjusted) in April showed an increase of less than ½ per cent. In the three months to April wage rates were some 2 per cent higher than in the preceding three months and nearly 13 per cent higher than a year earlier.

For most of 1970 average earnings had continued to rise faster than wage rates, but more recently the position has been reversed. Comparing the third quarters of 1970 and 1969, the monthly index of average earnings had risen over 2 per cent more than the index of hourly wage rates (not seasonally adjusted). Comparing the first quarter of 1971 with the first quarter of 1970, however, the earnings index had risen about 1 per cent less than the wage rate index. Although the indices for average earnings and hourly wage rates are not strictly comparable, the relative movements indicate some reduction in the amount of wage drift from the high levels prevailing during most of last year as evidenced by the annual inquiry of October 1970. However, part of the explanation of the slower growth of earnings in recent months lies in the fall in overtime worked.

Prices (not seasonally adjusted)

The index of retail prices shows a substantial seasonal rise each April reflecting, in particular, the increase of local authority rents and rates and the seasonal movement in food prices. In April this year the index was also affected by the increased welfare charges announced last October, though by rather less than ½ per cent. The overall rise in April was around 2 per cent.

Manufacturers' selling prices in the first four months of this year increased at about the same rate as during 1970. In April, the price index of home sales of manufactured goods rose by about ½ per cent and was then 7½ per cent higher than a year earlier. Largely as a result of higher coal and electricity prices, the price index of basic fuels and materials used in manufacturing rose by more than 1½ per cent in April. Since April 1970 the index, after falling back last summer, has risen by about 4½ per cent.

The labour situation

The rise (seasonally adjusted) in the number of wholly unemployed (excluding school-leavers) was smaller in May than in the two preceding months and this, together with the check to the fall in the number of adult vacancies, may indicate that the decline in demand for labour is slowing down. In May, the number of wholly unemployed (excluding school-leavers) was 731,000 a rise of about 28,000 as compared with an increase of 34,000 in March and of 47,000 in April. After a smaller fall in April than in earlier months, adult vacancies increased by about 1,500 in May, the first monthly rise since last September.

Stocks and fixed investment

The provisional estimates confirm the expectation that total investment in stocks in the first quarter would be relatively low; while manufacturers' stocks showed a rise (of about £75 million at 1963 prices), stocks recorded in the retail and wholesale sectors fell (by about £55 million). As for fixed investment, the estimates indicate that the total of expenditure by manufacturing industry and the distributive and service industries was lower in the first quarter than in the fourth quarter of 1970. Forecasts of capital expenditure provided to the Department of Trade and Industry indicate that there has been some weakening in manufacturers' investment intentions for 1971 since the preceding inquiry at the end of 1970. The latest inquiry also suggests little change in manufacturing investment between 1971 and 1972, though naturally the margin of uncertainty attaching to the forecasts resulting from the inquiry increases with the time horizon of the forecast. The inquiry was taken about a month after the Budget, but past experience suggests that it takes longer than this for a change in general business confidence to be reflected in figures of investment planning.

Retail trade and hire purchase

Both retail sales and hire purchase and other instalment credit business, which were adversely affected by the postal strike in the first quarter (particularly in February), showed a recovery in April. In the first quarter, the reduction of mail order business does not appear to have led to increased sales by other retailers. In April, when mail order business picked up, the volume of retail sales was little different from the monthly average in the last quarter of 1970 and about 1½ per cent higher than in April 1970.

Instalment credit business by retailers increased sharply in April from the low rate in the first quarter (mail order business was affected by the postal strike), but there was little change in the business of finance houses. For the first four months as a whole department stores and durable goods shops reported increased credit business compared with the fourth quarter of 1970, but sales by other instalment credit retailers were down by one-fifth, largely as a result of depressed mail order business. The Ford strike continued to affect new car registrations in April, and this was partly reflected in the relatively low number of new hire purchase contracts for new private cars. New registrations in April was the same as in March.

Housing

While private sector starts fluctuated widely in the first four months of this year, the monthly average remained at around the relatively high level prevailing in the second half of last year and was 20 per cent higher than in the first half of 1970. For the remainder of 1971, the Private Enterprise Housing Inquiry, which shows a strengthening of builders' confidence, suggests that the number of starts may increase in response to stronger demand – a prospect which is consistent with the continuing high level of building society lending and commitments to lend. In the public sector, monthly housing starts in January-April averaged 3 per cent below those in the preceding six months.

Production

Industrial production in the first quarter of 1971 is provisionally estimated to have been over 1 per cent lower than in the preceding quarter; but about half the fall is attributable to the Ford strike. The estimates for January and February (which were commented upon in the May issue of this Report) were revised downwards and in March the index was relatively low. Within the total, production rose in mining and in gas, electricity and water, but was lower in most other industries.

The external position

The balance of payments on current account in the first quarter is estimated to have been in surplus by £77 million, but the surplus would be greater if the greater backlog in documentation for exports

than for imports as a result of the postal strike is taken into account. There was a deficit of £73 million on visible trade, but invisibles were estimated to have been in surplus by £150 million. The total currency inflow in the first quarter was £973 million (not seasonally adjusted): in the year 1970 the total currency inflow was £1,287 million. Between end-March and end-May the United Kingdom official reserves increased by £86 million to a record of £1,468 million.

In May there was a surplus on visible trade of £28 million. The figure may have benefited slightly from a further reduction in the backlog of export documentation caused by the postal strike. The value of exports in May was £734 million, well above the average in the preceding four months; the value of imports was £706 million. For the period January-May, the average value of exports was 4 per cent more than in the second half of last year, mainly reflecting higher prices. Over the same period the rise in the value of imports of 5 pre cent was mainly due to higher import volumes.

World trade prospects

The value of world trade in manufactures increased by about 15 per cent in 1970, which was some 2 per cent faster than the average for the years between 1965 and 1970. But between the two halves of 1970 the rate slackened considerably and there was further deceleration in the first quarter of 1971. During the remainder of 1971 the growth rate is expected to accelerate, perhaps to a rate similar to the average in the second half of the 1960s. As in 1970, when the volume of world exports of manufactures increased by about 9 per cent, the increase in volume terms in 1971 is likely to be considerably lower than in value terms: partly as a result of the recent currency changes, world trade prices in dollar terms are expected to continue to increase rapidly but perhaps at a slightly slower rate than in 1970.

Financial trends

Money supply (M3) in the first quarter of 1971 increased by about 3 per cent – much the same as the average increase in the first three quarters of the 1970-71 financial year – but domestic credit contracted. The main contractionary influence was provided by exceptionally large official sales of gilt-edged securities to the non-bank public, but so far as the money supply was concerned, this was more than offset by a massive inflow of funds from overseas. But for the postal strike, it is probable that the increase in money supply would have been somewhat smaller and the contraction of domestic credit rather greater.

The Chancellor in his Budget speech said that the authorities wished to break away from ceiling controls on bank lending, and to increase the scope for competition and innovation in the banking system while still retaining an effective influence on monetary and credit conditions. New proposals were published by the Bank of England on May 14 in the consultative document, *Competition and Credit Control*. There are three main features. First, some restriction of the extent of the Bank's operations in the gilt-edged market has already been put into effect. Secondly, a uniform reserve assets ratio is to be applied across the banking system with parallel arrangements for the finance houses. In addition, the banks will be required to place such amounts of special deposits with the Bank of England as the authorities may call for from time to time in the light of monetary conditions generally (including the behaviour of total sterling lending by all banks). Thirdly, the proposals envisage the abandonment of the London and Scottish Clearing Banks' collective agreements on interest rates, sometimes known as the 'Cartel'.

The competitive position

During 1970 unit manpower costs in the United Kingdom manufacturing sector rose broadly in line with the weighted average of main competitor countries. In the fourth quarter of 1970 they were still some 12 per cent lower in relation to competitors' unit manpower costs than in the third quarter of 1967 (just before devaluation) which suggests that most of the advantage of devaluation in terms of unit manpower costs had been retained. United Kingdom export prices of manufactures rose between the fourth quarters of 1969 and 1970 by some 8 per cent as compared with 4 per cent in the weighted average of competitors' prices.(†) Taking a longer view, however, there had been little, if any, loss of export price competitiveness by the final quarter of 1970 compared with the second half of 1968, when the effects of devaluation are thought to have worked fully through to prices.

(†) United Kingdom competitors used in this comparison are the United States, France, West Germany, Italy, Netherlands, Sweden, Canada and Japan. The index numbers are generally of unit values and must therefore be regarded as only a broad guide to price movements.

Release dates of economic statistics to be published in July

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of publication of major economic series in July. The dates are those which departments, or other organizations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release †	Source
July:			
1 Thurs.	Construction – new orders (April)	PN	D.of Environment
2 Fri.	Official currency reserves (June)	PN	Treasury
5 Mon.	National food survey report on consumption (1st qtr.)	PN	MAFF
	Hire purchase and other instalment credit business (May)	PN	DTI
	Retail trade (May)	PN	DTI
6 Tues.	Number of foreign visitors to Britain (May)	PN	DTI
	Weekly fuel statement	PN	DTI
	Consolidated fund and National Loans fund (June)	London Gazette	Treasury
	Housing starts and completions (May)	PN	D.of Environmen
	House improvement grants (May)	PN	D.of Environment
7 Wed.	Registered unemployed (final figures) (June)	PN	D.of Employment
	Employment in production industries (May)	PN	D. of Employment
	Overtime and short-time working in manufacturing industries (May)	PN	D. of Employment
9 Fri.	Building Societies receipts and loans (June)	PN	BSA
	National Income and Expenditure (1st qtr. – revised)	PN	CSO
12 Mon.	Turnover of the motor trades (May)	PN	DTI
	Turnover of the catering and service trades (May)	PN	DTI
	Index of industrial production (May)	PN	CSO
13 Tues.	Weekly fuel statement	PN	DTI
	United Kingdom overseas trade (June)	PN	DTI
14 Wed.	Capital Expenditure by the manufacturing distributive and service industries (1st qtr. – revised)	T. & I.	DTI
	Manufacturers and distributors stocks (1st qtr. – revised)	T. & I.	DTI
15 Thurs.	Appropriation account of companies (1st qtr.)	PN	CSO
	Net acquisition of financial assets – analysis by sector (1st qtr.)	PN	CSO
	Financial accounts of industrial and commercial company and personal sectors (1st qtr.)	PN	CSO
16 Fri.	Crude steel production (June)	PN	BSC/BISPA
	Finished steel receipts, consumption and stock changes (2nd qtr. – prov.)	PN	DTI
	Consumers expenditure (2nd qtr. – 1st preliminary estimate)	PN	CSO
18 Sun.	Nstional Savings monthly progress report (June)	PN	DNS
19 Mon.	Engineering industries deliveries and orders (May)	PN	DTI
20 Tues.	Weekly fuel statement	PN	DTI
21 Wed.	Food supplies moving into consumption. (Detailed estimates for 4 years with nutrient analyses)	PN	MAFF
	Wholesale price index numbers (June)	T. & I.	DTI
22 Thurs.	Registered unemployed (July – prov.)	PN	D. of Employment
	Unfilled vacancies (July)	PN	D. of Employment
	Basic rates of wages and normal weekly hours (end June)	PN	D. of Employment
	New car registrations (June)	PN	D.of Environment
24 Sat.	Retail price index (June)	PN	D. of Employment
26 Mon.	Electricity generation (June)	PN	DTI
27 Tues.	Weekly fuel statement	PN	DTI
28 Wed.	Borrowing by local authorities (1st qtr)	Fin. Stats.	CSO
	Central Govt. borrowing requirement (June)	Fin. Stats.	CSO/Treasury
	Capital issues and redemptions (June)	Fin. Stats.	Bank of England
29 Thurs.	Stoppages of work due to industrial disputes (June)	Gazette	D. of Employment
	Monthly index of average earnings (May)	Gazette	D. of Employment

†PN = Press release

United Kingdom trade in May

SUMMARY

General assessment

THERE WAS a surplus on visible trade in May of £28 million† seasonally adjusted. The figure may have benefited slightly from further making good of export documents delayed by the postal strike. Apart from this the surplus may have been erratically high. Over the first five months of this year in which the distortion of the Postal Strike and the month by month variation in the figures are averaged out, there was a deficit of £6 million a month on average compared with one of £3 million a month in the second half of last year. With net earnings from invisibles estimated to be running at a rate close to £50 million a month, the current account has continued in substantial surplus so far this year.

† All figures in this article for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. (See Note 1 (e)).

Table 1. Visible trade on balance of payments basis

Seasonally adjusted values¶ — £ million per month

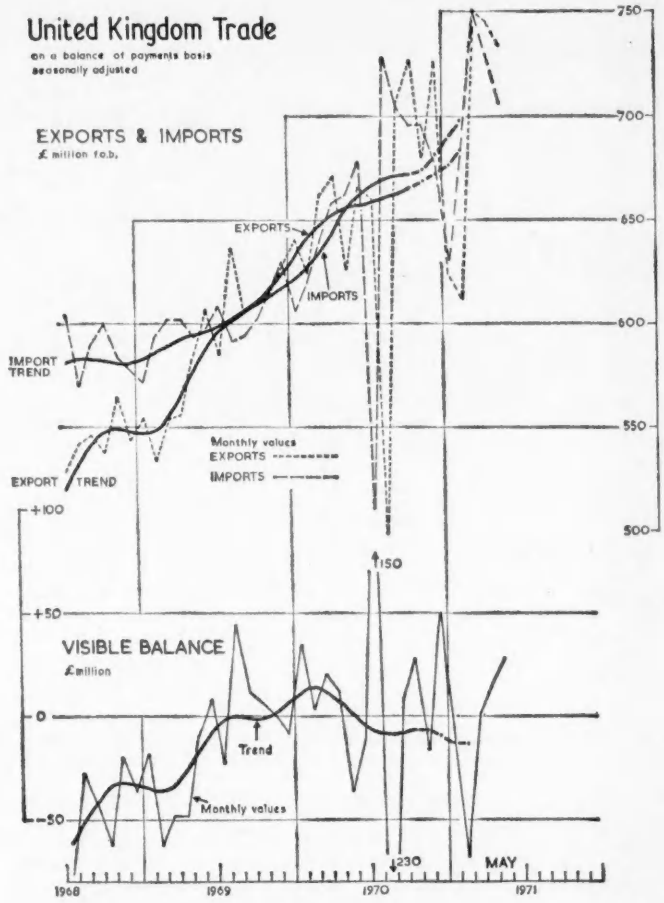
	Exports fob††	Imports fob‡‡	Visible balance
1969	588	600	- 12
1970	657	657	+ 0
1969 1st quarter	547	590	- 42
2nd quarter	582	598	- 16
3rd quarter	610	598	+12
4th quarter	615	615	- 0
1970 1st quarter	642	623	+19
2nd quarter	654	666	- 12
3rd quarter	623	647	- 24
4th quarter	709	691	+18
1971 1st quarter	663	687 r	- 24 r
1970 December	728	682	+46
1971 January	625 r	631 r	- 6 r
February	613 r	680	- 67 r
March	752 r	752 r	- 0 r
April p	746 r	730 r	+16 r
May p	734	706	+28
1970 Dec.-Feb. 1971	655	664	- 9
1971 Mar.-May	744	730	+14

¶ Components and totals are rounded indepently
†† Includes balance of payments adjustments and allowance for factors affecting recording. (See Table 2)
‡‡ Includes payments for United States military aircraft and other balance of payments adjustments. (See Table 3)
p Provisional estimates
r Revised estimates

Table 1A. Three monthly averages ‖

1970 June	654	666	- 12
July	651	617	+34
August	608	639	- 31
September	623	647	- 24
October	644	709	- 65
November	704	698	+ 5
December	709	691	+18
1971 January	677	669	- 7
February	655	664	- 9
March	663	687	- 24
April	703	721	- 17
May	744	730	+14

‖ Average of month shown and two preceding months. (See Note 1 (d))



USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre,* 1 *Victoria Street, London, SW1H 0ET (Tel.* 01-222 7877, *Ext.* 2479/80).

Exports

The value of exports in May was £734 million† seasonally adjusted on a balance of payments basis. The total for the month was well above the average in the previous four months and brought the average for January-May to £694 million a month, 4 per cent more than in the second half of last year.

mports

The import figure for May was £706 million seasonally adjusted on a balance of payments basis following the high total of £730 million in April and is thought to be clear of any residual distortion from the Postal Strike. For the first five months of the year, imports averaged £700 million a month, seasonally adjusted, 5 per cent above the level in the second half of 1970.

Table 2. Exports

Seasonally adjusted values¶ — £ million per month

	Overseas Trade Statistics basis (fob) §§	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (fob)
1969	612	–27	+ 4	588
1970	672	–28	+13	657
1969 1st quarter	562	–26	+12	547
2nd quarter	600	–30	+12	582
3rd quarter	640	–24	– 6	610
4th quarter	645	–27	– 3	615
1970 1st quarter	655	–26	+13	642
2nd quarter	669	–29	+13	654
3rd quarter	638	–27	+13	623
4th quarter	726	–31	+15	709
1971 1st quarter	678	–29	+14	663
1970 December	743	–30	+15	728
1971 January	640	–28 r	+13	625 r
February	626	–26 r	+13	613 r
March	769	–32 r	+15	752 r
April p	761 r	–30	+15	746 r
May p	746	–27	+15	734
1970 Dec.-Feb. 1971	669	–28	+13	655
1971 Mar.-May	759	–30	+15	744

¶ Components and totals are rounded independently
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process
† See Note 1 (e)
p Provisional estimates
r Revised estimates

Table 3. Imports

Seansonally adjusted values ¶ — £ million per month

	Overseas Trade Statistics basis§§ (c.i.f.)	Adjustments to balance of payments basis				Balance of payments basis (f.o.b.)
		US military aircraft		Freight, insurance and other valuation adjustments	Coverage adjustments	
		Arrivals	Payments			
1969	693	–16	+ 5	–68	–14	600
1970	754	– 2	+ 1	–78	–19	657
1969 1st quarter	674	–17	+11	–68	–10	590
2nd quarter	699	–22	+ 5	–68	–16	598
3rd quarter	695	–16	+ 1	–68	–14	598
4th quarter	703	– 8	+ 3	–68	–15	615
1970 1st quarter	716	– 2	+ 0	–72	–19	623
2nd quarter	762	– 3	+ 0	–77	–16	666
3rd quarter	741	– 1	+ 2	–79	–16	647
4th quarter	799	– 2	+ 1	–84	–23	691
1971 1st quarter	794	– 1	+ 2	–87	–20 r	687 r
1970 December	794	– 0	—	–85	–27	682
1971 January	752	– 1	—	–88 r	–32 r	631 r
February	783	– 1	—	–84 r	–19 r	680 r
March	847	– 2	+ 5	–89 r	– 9 r	752 r
April p	831 r	– 1	—	–86	–14	730 r
May p	797	– 1	—	–86	– 3	706
1970 Dec.-Feb.	776	– 1	—	–85	–26	664
1971 Mar.-May	825	– 1	+ 2	–87	– 9	730

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Table 4. Overseas trade statistics basis

Recorded values — £ million per month

	Exports fob†	Imports cif	
		Total	Excluding US military aircraft, etc.
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
4th quarter	741·6	797·4	795·3
1971 1st quarter	673·4	811·3	809·9
March	790·9	935·0	932·8
April	792·7	848·0	846·8
May p	794·7	780·7	780·0

† No adjustment has been made in this table for special factors affecting the recording of exports
p Provisional estimates

(*Continued on next page*)

EXPORTS

General comment

It is just possible that the total for exports in May was marginally swollen by the receipt of documents delayed by the Postal Strike. The growth of 4 per cent between the second half of last year and the first five months of this year mainly reflects higher prices but a rise in volume may now be appearing.

Market pattern§

The value of exports to Western Europe has remained at about the same high level as in the second half of last year. Shipments to North America showed a marked increase of 7 per cent between these periods, entirely due to the resumption of growth in exports to the United States. The strongest rise in the value of exports this year has been to the sterling area; there was an increase in deliveries of 10 per cent between the average levels in the second half of 1970 and the first five months of 1971. Elsewhere exports have changed little.

Commodity pattern§

Exports of machinery rose by 6 per cent between the second half of last year and the first five months of 1971, and there was a strong increase (of 9 per cent) in deliveries of road motor vehicles. Exports of other transport equipment (mainly ships and aircraft) also increased markedly between these two periods.

Table 5. Exports: areas§ – overseas trade statistics basis§

Seasonally adjusted values — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1970	672	186	277	147	107	103	24	22	60
2nd quarter	669	186	276	146	107	98	24	22	61
3rd quarter	638	171	272	146	103	100	22	20	53
4th quarter	726	208	296	156	115	108	26	22	65
1971 1st quarter	678	199	276	145	108	105	23	20	56
March	769	227	311	162	125	119	25	22	63
April	761	227	299	156	119	122	30	21	61
May p	746	215	299	164	110	121	26	19	70
1970 Dec.-Feb. 1971	669	191	275	145	107	101	23	20	57
1971 Mar.-May p	759	223	303	161	118	121	27	21	65

§ See Note 1 (b)). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

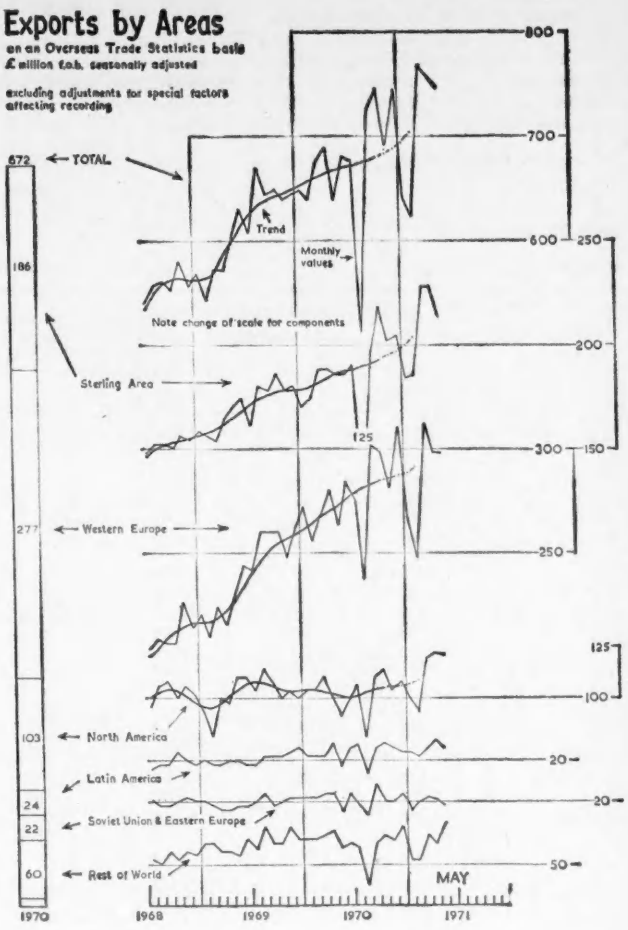


Table 6. Exports: Commodity classes§ – overseas trade statistics basis§
(*See chart on next page*)

Seasonally adjusted values — £ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & miscellaneous metal manufactures	Textiles	Other manufactures	
1970	672	43	23	17	567	275	185	70	20	66	80	33	114	22
2nd quarter	669	41	23	16	567	273	181	67	23	65	84	33	113	22
3rd quarter	638	41	21	18	536	262	179	63	17	62	76	31	105	21
4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
1971 1st quarter	678	44	21	16	584	290	195	75	21	67	78	32	115	15
March	769	51	25	18	660	328	219	86	23	73	91	37	127	17
April	761	49	21	21	647	320	217	80	28	75	88	38	127	23
May p	746	48	22	22	632	304	204	83	21	73	82	34	144	26
1970 December-February 1971	669	42	21	15	577	284	190	72	21	67	75	33	116	16
1971 March-May p	759	49	23	20	646	318	213	83	24	74	87	36	133	22

§ See Note 1 (b). No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

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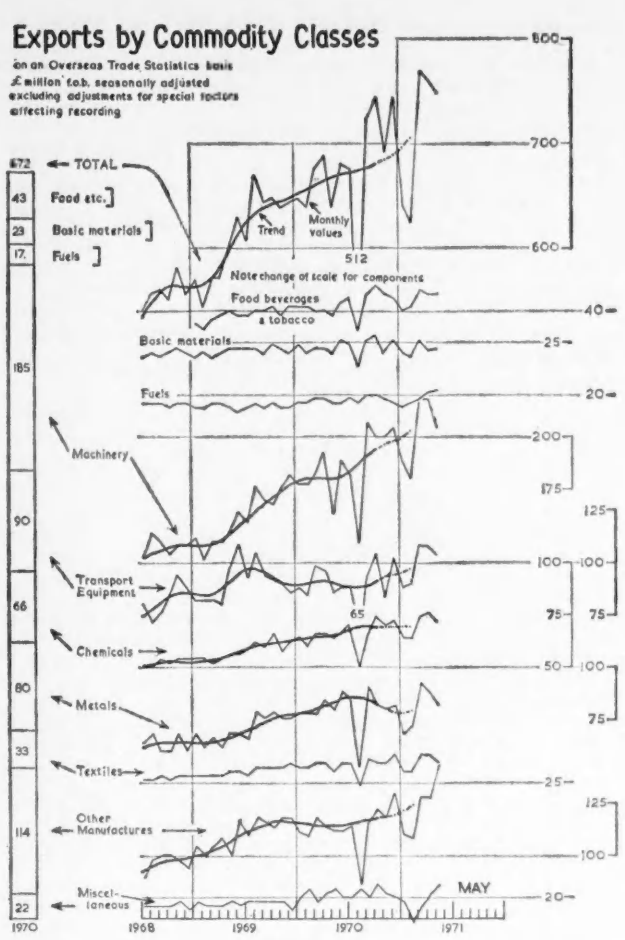

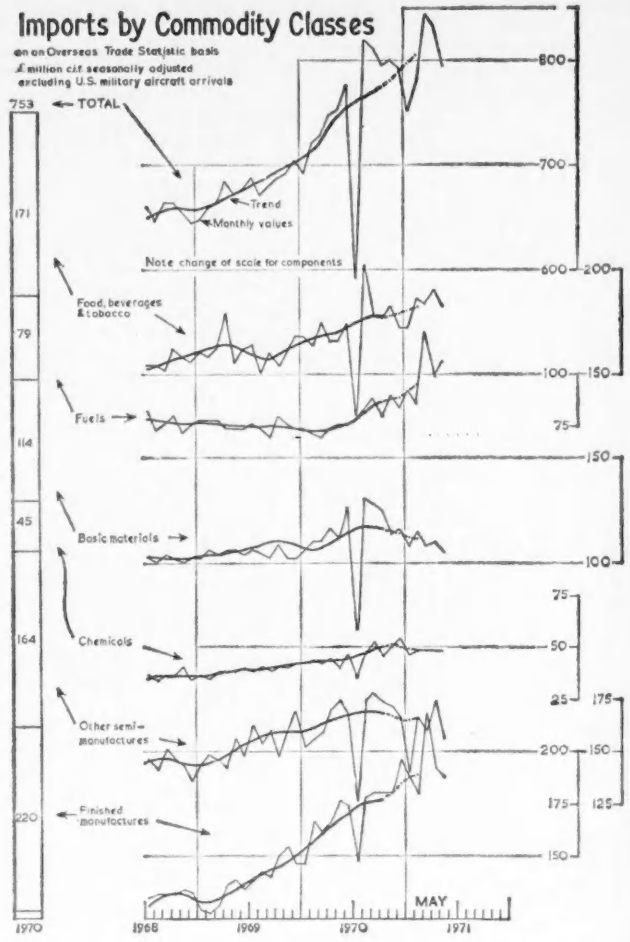

Table 7. Imports: Commodity classes – overseas trade statistics basis§

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1970	754	752	171	79	323	114	45	164	173	171	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971 1st quarter	794	792	181	100	312	110	48	154	197	195	7
March	847	845	184	120	317	109	49	159	219	217	14
April	831	830	190	99	331	109	48	174	192	191	11
May p	797	796	182	106	309	104	48	157	189	188	11
1970 December-February 1971	776	776	177	88	320	113	50	157	189	188	6
1971 March-May p	825	824	185	108	319	108	48	163	200	199	12

p Provisional estimates. § See Note 1 (b)

(Continued on next page)

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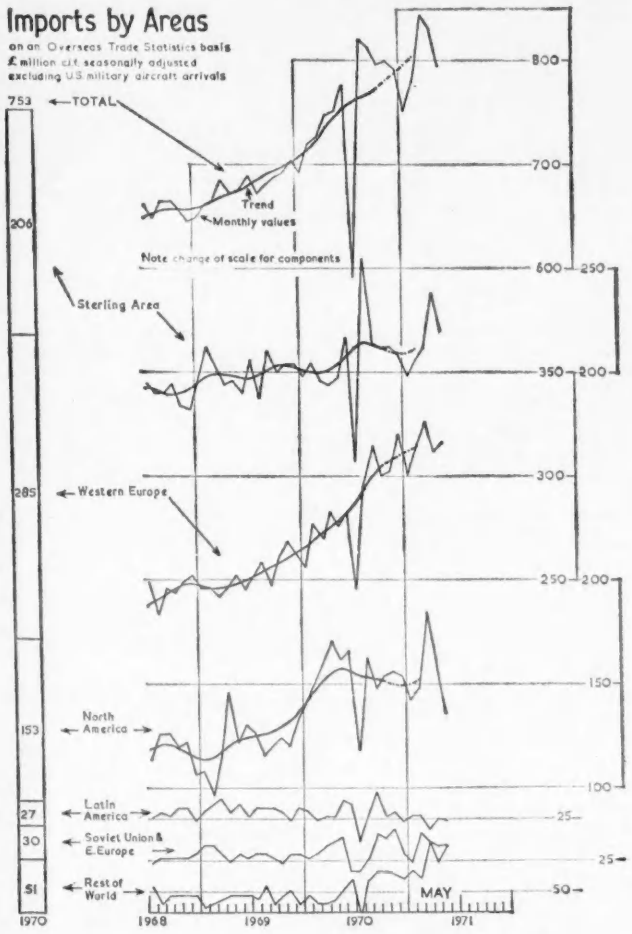
UNITED KINGDOM TRADE, *continued*

IMPORTS

General comment

Imports in May at £706 million seasonally adjusted on a balance of payments basis were £24 million below the high April figure. The increase of 5 per cent between the average levels of imports in the second half of 1970 and the first five months of this year has been mainly in volume.



Commodity pattern§

Within total imports, arrivals of food, beverages and tobacco showed a 6 per cent increase in the first five months of this year compared with the second half of 1970. Fuel imports increased on average by 21 per cent, mainly reflecting the sharp rise in oil prices, and finished manufactures rose by 9 per cent. Imports of industrial materials however were lower by 3 per cent, due mainly to lower prices. Within this group imports of chemicals were little changed but other semi-manufactures and basic materials were somewhat lower.

Sources of imports§

In the first five months of this year, the average level of imports from Western Europe was 6 per cent higher than in the second half of 1970; arrivals from North America rose by 4 per cent and from the sterling area by 3 per cent. The value of imports from Latin America was somewhat lower while those from Eastern Europe were little changed. Imports from the 'Rest of the World' however were on average sharply higher in the last five months, mainly on account of imports of oil.

Import deposits

It is announced by HM Customs that net repayments of import deposits in May were £47 million.

NOTES

1 (a) Trade figures on a balance of payments basis

The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarized in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners), or to remove items which are in the Trade Statistics(mainly returned goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the value of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book,' *United Kingdom Balance of Payments* 1970 (Table 8 and pp. 68-71), and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1 (b) The adjustments described at Note 1 (a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, anlyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas

Table 8. Imports: Areas – overseas trade statistics basis§

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1970	754	752	205	285	155	153	27	30	51
2nd quarter	762	759	203	280	169	166	31	30	51
3rd quarter	741	740	208	285	143	143	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58
1971 1st quarter	794	792	206	314	159	158	24	31	63
March	847	845	212	326	186	184	21	33	73
April	831	830	238	311	162	160	25	32	64
May p	797	796	218	317	137	136	24	32	72
1970 December-February 1971	776	776	204	312	148	148	25	30	57
1971 March-May p	825	824	223	318	162	160	23	32	70

p Provisional estimates. § See Note 1 (b)

Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals, and in consequence do not always add exactly to the seasonally adjusted totals.

1 (c) Visible balance

The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1 (a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted bais. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1 (d) Trends

Even after allowing for seasonal influence, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Alhough they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1 (e) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971, the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests: results of these checks are now available covering months up to September 1970.' Checks covering October 1970 to January 1971 do not suggest any change in the level of under-recording.

Proposals for new arrangements to ensure the full recording of exports were described in *Trade and Industry* of May 5. These arrangements are expected to come into operation in the autumn; meanwhile comprehensive manifest checks will continue.

The figures in this article for total exports (except in Tables 4, 5 and 6) and, in consequence, for the visible balance, include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970, on United Kingdom Trade in April.

2. Detailed particulars of United Kingdom imports and exports will be published on June 27 (†) and further analysis of the figures will be found in tables in the *Monthly Digest* for July (‡), due to be published in the second week of August.

§ See Note 1 (b)

† Overseas Trade Statistics of the United Kingdom. May 1971, published by HMSO, price £1·85 (Annual Subscription £25·05).

‡ Monthly Digest of Statistics, published by HMSO, price 60p (Annual Subscription £7·75).

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in March 1971 was at the same level as in March 1970.

Statistics issued by the Wool Industry Bureau of Statistics show that in the three months January-March deliveries of woven fabrics (excluding blankets) were 11 per cent less than in the corresponding period of 1970 and deliveries of worsted yarn (excluding semi-worsted yarn) were 6 per cent less. Production of wool and hair tops was 21 per cent less and of man-made fibre tops 25 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207·7	137·9	19·1	142·0	108·7	176·8	148·6	35·1
1964	189·7	120·3	25·8	147·8	105·8	177·1	148·3	32·9
1965	182·6	112·3	25·9	146·0	103·2	175·3	147·6	32·8
1966	176·1	104·2	28·5	142·7	100·2	168·4	133·9	30·5
1967	163·3	92·1	27·6	138·1	89·6	163·2	131·3	28·7
1968	177·5	96·6	36·4	147·4	98·2	162·4	132·3	32·7
1969	174·5	92·0	42·2	142·2	100·5	155·6	130·6	32·2
1970	153·1	79·7	44·6	129·4	97·6	138·1	119·3	29·4
1970 1st quarter	41·8	22·5	11·2	33·7	24·5	33·3	31·0	7·5
2nd quarter	41·7	22·2	11·5	33·5	26·1	36·8	31·1	6·3
3rd quarter	32·8	17·5	10·5	27·9	21·9	33·8	26·5	6·9
4th quarter	36·8	17·6	11·3	34·3	25·0	34·3	30·8	8·6
1971 1st quarter	37·4	17·7	8·4	35·4	23·6	30·0	27·4	9·1
1970 January	14·4	7·9	4·1	11·7	8·1	12·0	10·5	2·8
February	13·5	7·3	3·5	10·8	8·3	10·5	10·0	2·6
March	13·9	7·3	3·6	11·2	8·1	10·8	10·5	2·1
April	14·8	8·2	4·0	11·7	9·6	12·0	10·7	2·3
May	12·5	6·2	3·5	10·2	7·5	11·8	9·4	1·9
June	14·4	7·8	4·0	11·6	9·0	13·0	11·0	2·2
July	12·2	7·2	4·1	9·0	8·1	11·4	9·0	1·7
August	9·0	4·2	2·6	8·3	5·8	10·5	7·2	2·2
September	11·6	6·0	3·8	10·6	8·0	11·9	10·3	3·0
October	12·1	5·7	4·3	11·7	8·9	12·4	10·8	3·4
November	12·9	6·2	4·1	11·7	8·4	11·8	10·6	2·6
December	11·8	5·6	3·0	11·0	7·7	10·1	9·5	2·6
1971 January	12·0	5·6	2·8	11·2	7·4	10·2	9·2	3·2
February	11·7	5·6	2·7	11·2	7·6	9·5	8·5	2·9
March	13·7	6·5	2·9	13·1	8·6	10·2	9·7	3·0

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In March deliveries of semi-worsted warn were 0·7 million kilos.

WOOL TEXTILES, *continued*

Exports of wool textile products

	Total	Wool tops		Yarns		Woven Fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	130·87	42·82	96·01	21·27	33·87	63·77	89·26	3·00
1964	131·82	38·39	75·15	22·09	32·12	67·23	89·42	4·11
1965	122·07	28·98	64·00	20·51	30·20	68·00	88·78	4·59
1966	116·29	28·68	62·66	20·06	29·50	63·86	81·18	3·69
1967	103·79	22·54	51·41	18·04	27·70	59·84	75·64	3·37
1968	114·80	23·94	56·08	20·44	31·62	66·14	83·03	4·28
1969	125·41	26·55	57·35	23·32	35·45	71·08	83·07	4·45
1970	117·25	20·38	46·47	23·37	34·94	70·00	74·76	3·50
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·85	14·40	5·94	8·91	18·54	21·84	1·20
4th qtr.	31·52	5·73	12·59	6·06	9·36	18·53	21·02	1·20
1970								
1st qtr.	28·94	5·49	12·45	6·01	8·93	16·59	18·78	0·85
2nd qtr.	30·81	5·73	12·83	6·35	9·61	17·94	18·96	0·79
3rd qtr.	28·84	5·33	11·90	5·26	7·80	17·46	18·42	0·80
4th qtr.	28·66	3·82	9·30	5·75	8·61	18·03	18·59	1·06
1971								
1st qtr.	23·30	4·04	9·71	5·21	7·71	13·18	13·87	0·87

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.
Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.
(‡) Excluding mechanical cloths from January 1970.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in March 1971 was 9 per cent more than in March 1970.

Statistics issued by the Textile Council show that in March the amount of cloth woven was 5 per cent less than in the corresponding month last year. Production of single yarn was 3 per cent more but the amount of yarn doubled was 9 per cent less.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969	366·4	161·3	103·2	134·3	150·5	723·4	588·5
1970	349·8	170·7	95·2	126·3	181·7	686·4	529·6
1970 February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3
April	7·5	3·6	2·1	2·7	3·6	15·0	11·1
May	7·2	3·4	2·0	2·7	3·3	14·0	10·7
June*	5·6	2·9	1·6	2·0	3·1	13·9	10·0
July	6·0	2·8	1·6	2·2	2·9	7·9	7·2
August	7·1	3·5	1·8	2·6	3·2	13·5	10·0
September*	6·2	2·9	1·6	2·3	3·5	11·8	9·2
October	7·5	3·6	2·0	2·7	4·2	14·3	11·1
November	7·5	3·8	2·0	2·6	4·6	14·1	11·1
December*	5·7	3·1	1·5	1·9	3·7	11·5	8·8
1971 January	7·1	3·9	1·9	2·4	4·4	13·5	11·1
February	6·7	4·0	1·9	2·4	4·5	13·3	11·1
March*	6·5	3·9	1·7	2·3	4·3	13·0	10·7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries.

Production of man-made fibres in April

THE VOLUME of production of man-made fibres in April was 1 per cent more than in April 1970.

Total production by weight of man-made fibres in April was 3 per cent less than in April 1970 with output of continuous filament 1 per cent less and staple fibres 5 per cent less.

Man-made fibre production

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374·3	171·5	202·8
1965	391·0	179·8	211·2
1966	399·9	186·6	213·3
1967	433·2	198·9	234·4
1968	539·1	241·8	297·4
1969	553·9	252·5	301·5
1970	599·4	257·6	341·9
1969 1st quarter	141·9	65·3	76·6
2nd quarter	143·7	64·7	79·0
3rd quarter	125·8	57·6	68·2
4th quarter	142·6	64·9	77·7
1970 1st quarter	146·8	63·4	83·4
2nd quarter	155·7	67·6	88·0
3rd quarter	148·7	60·7	88·0
4th quarter	148·3	65·8	82·5
1971 1st quarter	157·2	72·1	85·1
1970 January	50·3	22·0	28·3
February	45·5	19·6	25·9
March	51·0	21·8	29·2
April	52·8	22·6	30·1
October	48·9	22·0	26·8
November	50·0	22·7	27·3
December	49·4	21·0	28·4
1971 January	52·2	24·7	27·6
February	48·3	22·3	26·0
March	56·7	25·2	31·5
April	51·0	22·4	28·6

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238

	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	214
2nd quarter	248	236
3rd quarter	234	258
4th quarter	241	243
1971 1st quarter	263	252
1970 January	228	221
February	224	208
March	233	215
April	253	237
May	249	233
June	243	238
July	238	252
August	219	259
September	244	263
October	240	247
November	251	248
December	233	233
1971 January	256	248
February	263	250
March	271	257
April	255	239

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

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Footwear industry: production orders and deliveries

The commentary is based on seasonally adjusted data.

DETAILS OF the index of production for footwear are given in this note for the first time. They were previously published in the monthly *Business Monitor* which has been discontinued. The purpose of the index of production is to indicate the movements in the volume of output in the footwear industry. The index is calculated by combining the individual series of estimated production of various types of footwear by weights proportional to their respective net outputs (after adjustment for certain services) given in the Census of Production in 1963. The movements shown by these index numbers will not necessarily be the same as movements in the total pairage.

In the first quarter of 1971 net new orders received by the footwear industry were 5 per cent less than in the fourth quarter of 1970; deliveries were 1 per cent less. Net new orders were less than deliveries with the result that order books were 5 per cent less than at the end of 1970; production showed a 9 per cent decrease in the first quarter.

The seasonally adjusted figures have been revised to take into account the seasonal pattern during 1970.

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution. The orders-on-hand and net new orders series were available, before 1971, by total pairage only and no allowance is made in the three pairage series below the differing value of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms – and by value from the first quarter of 1971 – will be published in the *Business Monitor* Production Series (Reference P17). From January 1971 the value of total orders-on-hand is also being collected in the inquiry and this series together with derived net new orders will be included in a future edition of this note in *Trade and Industry*.

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35·8				16·8	
1965	104		39·9		16·8		16·5	
1966	101		33·9		15·7		16·2	
1967	94		37·9		16·2		15·9	
1968	99		41·2		17·0		16·8	
1969	95		35·2		15·7		16·2	
1970	88		40·1		16·3		15·9	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	107	98	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	95	96	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	85	94	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	92	91	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter	95	89	40·1	36·2	17·4	15·7	15·8	15·4
2nd quarter	89	87	47·9	38·2	17·5	16·7	14·9	16·1
3rd quarter	79	88	35·3	41·9	12·0	17·2	16·2	16·0
4th quarter	89	88	40·1	40·1	18·2	16·0	16·6	16·1
1971 1st quarter p	88	80	40·9	37·9	16·4	15·2	16·2	15·9
1969 October	104	93	34·0	38·3	18·5	15·5	19·1	16·5
November	97	89	35·8	37·3	18·8	14·3	17·0	15·3
December	75	90	35·2	35·2	12·2	13·6	12·8	15·7
1970 January	85	86	32·6	33·7	11·3	13·8	13·9	15·3
February	101	88	34·0	32·9	18·4	14·6	17·0	15·4
March	98	93	40·1	36·2	22·6	18·6	16·5	15·4
April	96	87	46·5	37·1	22·5	18·4	16·1	17·5
May	81	82	49·7	37·8	16·7	15·1	13·5	14·3
June	89	91	47·9	38·2	13·3	16·7	15·1	16·3
July	75	89	43·0	41·6	10·2	19·5	15·1	16·1
August	71	90	40·7	44·1	12·4	18·6	14·7	16·2
September	91	84	35·3	41·9	13·4	13·5	18·8	15·8
October	100	89	35·4	41·5	19·3	16·2	19·2	16·6
November	94	86	39·6	42·2	21·8	16·6	17·6	15·8
December	73	88	40·1	40·1	13·6	15·2	13·1	16·0
1971 January p	84	86	40·9	42·8	16·2	20·3	15·4	17·0
February p	88	77	43·0	42·5	18·5	14·7	16·4	15·0
March p	92	78	40·9	37·9	14·6	10·6	16·7	15·5

The actual figures have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, June 18, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Trog	Br/E 35524/19/6/76	91	June 14	Warner Bros. Distributors Ltd.	Herman Cohen Productions Ltd.
Sweet Thames	Br/E 35528/19/6/76	20	June 15	MGM-EMI Distributors Ltd.	James Archibald and Associates Ltd.
Movietone News 2193	Br/E 35272/19/6/76	8	June 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2193 A	Br/E 35273/19/6/76	8	June 18	" " " "	" " "
				FOREIGN	
It's Your Thing	F 35525	102	June 14	Paramount Pictures (UK) Ltd.	Medford Film Corporation
Ho! Criminal Face	F 35526	106	June 14	Ranworth Film Services Ltd.	Films Marceau, Paris, Filmsonor, Paris and Mega Film, Rome
Vengeance Is Mine	F 35527	94	June 14	" " "	Leone Film, Rome, Daiano Film, Rome and Atlantida Film, Madrid
I Love My Wife	F 35529	95	June 15	Rank Film Distributors Ltd.	Universal International Inc.
Valdez Is Coming	F 35530	90	June 15	United Artists Corporation Ltd.	Norlan Productions Inc. and IRA Productions Inc.

WHOLESALE PRICE INDEX NUMBERS

Continued increase in output prices in May

THE PROVISIONAL PRICE index for home sales of manufactured products continued to rise strongly in May. Variations in the monthly rate of increase in the index this year – with more moderate increases in February and March by comparison with other months – probably reflect a response to decimalization in the timing of price increases by manufacturers. During the first five months of the year as a whole the index has increased by 3¼ per cent, about the same as in the corresponding period a year ago. In May, the index was 8 per cent higher than a year earlier.

The price index for basic materials and fuel used in manufacturing industry dropped a little in May due to a fall-back in copper prices. However the index has tended to rise strongly since August last year, and in March to May it averaged 4 per cent more than in these months last year.

Materials and fuel purchased by broad sectors of industry (Table 1)

The index for the food manufacturing industries was little changed in May but has fallen 2 per cent overall since the end of last year, partly for seasonal reasons; in these months last year the index rose 2 per cent. Index numbers for non-food sectors with the exception of the chemicals industries and electrical engineering rose in May. During the first five months of the year there have been particularly marked increases of between 5 and 6½ per cent in the index numbers for engineering sectors, for the steel industries and for construction materials. In this period the index for the textile industries has risen 4 per cent, with more moderate increases of 2½ to 3 per cent in those for the chemicals, timber and paper industries and for clothing and footwear.

Output of broad sectors of industry: home sales (Table 2)

The provisional price index for the food manufacturing industries rose 1 per cent in May and has increased by 3½ per cent in the first five months of the year, about the same as in these months last year. The index for the steel industries rose 2½ per cent; this, coupled with an increase of 4½ per cent in April reflects the general increase in steel prices which took place part way through April. Apart from the index for electrical engineering, unchanged on provisional figures, index numbers for other sectors edged upwards in May.

CHART 1
Manufacturing Industry (other than food, drink & tobacco)

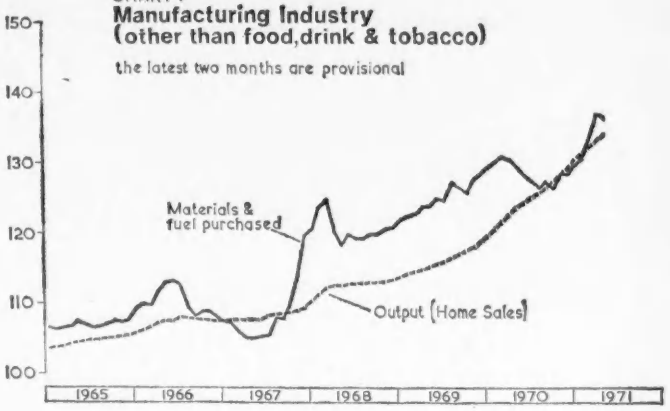


CHART 2
All Manufacturing Industry

CHART 3
Food Manufacturing Industries

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products,

Table 1. Price index numbers of materials purchased

1963 = 100

1968 SIC		1970				1971	1970				1971				
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	May	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. p	May p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	126·3	126·1	124·9	127·3	129·7	126·4	125·8	128·0	128·1	129·6	129·2	130·4	132·8	132·4
	Basic materials	126·7	126·5	124·9	126·8	129·0	126·8	125·9	127·3	127·4	129·1	128·4	129·5	131·3	130·6
	†Fuel	124·0	124·0	124·8	129·9	135·8	124·0	125·1	132·3	132·3	132·5	133·5	135·3	142·0	143·2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	130·1	129·2	127·0	127·8	131·2	129·3	126·5	128·4	128·5	129·8	130·6	133·2	137·1	136·6
	Basic materials other than food	131·5	130·5	127·5	127·3	130·7	130·6	126·8	127·5	127·6	129·2	130·0	132·7	136·0	135·1
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211-229	Food manufacturing industries	119·4	120·8	121·6	126·5	127·4	121·2	124·6	127·1	127·7	129·6	126·9	125·6	125·3	125·2
Order V	Chemicals and allied industries	120·7	122·4	123·7	127·8	131·3	122·3	125·7	128·6	129·1	130·3	131·3	132·3	133·2	133·0
311 and 312	Steel industries	123·3	125·2	127·8	131·7	135·4	125·7	130·7	132·1	132·3	134·4	135·3	136·3	139·5	141·0
Order VII (excluding MLH 342)	Mechanical engineering industries	136·6	138·8	137·2	138·9	140·5	139·0	137·9	139·2	139·5	139·8	140·0	141·6	146·0	147·3
Order IX	Electrical engineering industries	158·7	159·1	150·7	146·0	147·0	159·4	147·1	145·9	145·0	144·8	146·0	150·2	155·6	153·8
361	Electrical machinery industry	147·5	150·6	147·0	146·2	147·4	150·9	145·9	146·3	146·1	146·3	146·6	149·1	153·7	153·9
Order XIII	Textile industries	103·6	104·2	104·3	103·8	105·6	104·3	102·4	104·5	104·6	105·1	105·4	106·3	107·4	108·7
Order XV	Clothing and footwear industries	117·6	119·9	121·6	122·6	124·0	119·9	122·2	122·7	122·9	123·7	124·0	124·5	125·2	125·8
Order XVII	Timber industries	131·6	134·0	135·6	137·4	139·7	134·1	136·6	137·5	138·0	138·9 r	139·7 r	140·5	141·7	142·0
481 to 484	Paper industries	129·4	131·5	135·5	137·3	139·5	131·6	136·2	137·8	137·8	139·3	139·8 r	140·1	141·5	141·8
Order XX	Construction materials	124·9	128·2	130·4	133·1	136·0	128·2	132·4	133·2	133·8	134·5	136·1	137·5	139·1	141·1
Part of Order XX	House building materials	127·1	130·2	132·9	135·5	138·4	130·1	134·8	135·5	136·2	137·0	138·5	139·8	141·2	142·6

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1970				1971	1970				1971				
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	May	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. p	May p
Orders III to XIX	**Output of Manufactured Products**														
	Total sales	125·1	127·6	129·7	132·8	135·8	127·6	131·5	132·9	133·9	135·1	135·7	136·5	137·2	137·8
	Home sales	124·2	126·6	128·7	131·4	134·4	126·6	130·4	131·5	132·4	133·8 r	134·5 r	135·1	136·0	136·7
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	122·9	125·8	128·0	131·2	134·4	125·9	130·0	131·3	132·2	133·5	134·3	135·3	136·0	136·4
	Home sales	120·6	123·6	125·7	128·4	131·7	123·6	127·5	128·5	129·1	130·8 r	131·7 r	132·6	133·6	134·2
	Output of Selected Broad Sectors of Industry														
211-229	Products of the food manufacturing industries: Home sales	124·1	126·3	129·4	133·2	136·8	126·0	131·4	133·3	134·9	136·5	136·7	137·0	138·1	139·6
Order V	Chemicals and allied industries: Total sales	112·0	114·2	116·4	118·3	121·4	114·2	117·7	118·7	118·5	120·5 r	121·9 r	121·8	122·5	122·5
	Home sales	108·3	110·3	112·3	113·7	117·4	110·4	113·3	113·7	114·0	116·0 r	118·0 r	118·2	119·1	119·2
311 and 312	Steel industries: Total sales	127·1	129·8	130·2	134·4	134·8	130·2	132·9	135·1	135·3	134·6	134·7	135·0	139·7	142·1
	Home sales	127·2	130·0	129·6	133·8	134·7	130·4	132·0	134·6	134·6	134·7	134·7	134·8	140·5	143·5
Orders VII to XII	Engineering and allied industries: Total sales	124·5	128·1	130·1	134·2	137·5	128·2	132·6	134·3	135·6	136·6	137·4	138·6	139·2	139·5
	Home sales	123·3	127·2	129·3	132·0	134·9	127·2	131·0	132·2	133·0	134·1	134·8	135·8	136·7	137·1
Order VII excluding MLH 342)	Mechanical engineering: Home sales	126·3	130·3	133·5	136·8	139·9	130·0	135·7	136·9	137·9	139·0	139·9	140·8	141·3	141·9
Order IX	Electrical engineering: Home sales	121·7	126·0	127·7	130·2	133·3	125·9	129·0	130·3	131·0	133·2	133·2	133·4	134·4	134·4
Order XIII	Textiles industries: Total sales	114·6	116·4	117·9	118·8	120·3	116·4	118·5	118·9	118·9	120·0	120·1	120·8	121·1	121·6
	Home sales	113·1	115·3	117·1	117·8	119·1	115·3	117·6	117·9	118·0	118·6 r	119·1	119·6	120·0	120·5
Order XV	Clothing and footwear: Home sales	113·3	114·6	115·7	118·8	120·6	114·7	118·5	118·9	119·0	120·1	120·7	121·0	121·2	121·4
Order XVII	Timber industries: Home sales	127·2	129·7	132·0	134·5	140·2	129·5	133·4	134·4	135·6	138·9 r	140·7	141·1	141·5	141·8
481 to 484	Paper industries: Home sales	125·7	128·2	132·6	135·4	137·6	128·1	134·9	135·5	135·8	136·8	137·4	138·4	138·8	138·9
Order XX	New construction‡	126	131	133	135	138				135			138		

‡ Index of building costs relate to average for the quarter.

(Continued on next page)

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (a) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1970		1971		
		May	Nov.	Mar.	Apr. p	May p
101	Coal	124·8	145·7	145·7	151·5	152·2
102/2	Slates	120·6	130·1	150·5	150·5	..
109/3	Salt	93·9	104·6	104·6	107·8	107·8
211	Flour	122·5	124·6	130·1	130·1	130·1
216	Sugar refined	93·8	95·3	101·7	105·1	105·9
217	Chocolate and sugar confectionery	133·4	139·3	141·0	142·6	143·3
231	Beer	145·3	148·9	152·5	152·5	152·5
240	Tobacco and cigarettes	138·4	140·0	139·9	139·9	139·9
262	Motor spirit, Two Star (including duty)	146·5	149·3	155·0	155·0	155·0
262	Medium fuel oil (950 secs.)	108·1	121·4	141·1	141·1	141·1
263	Lubricating oil and greases	113·3	115·0	123·6	132·4	132·4
271	General chemicals	106·3	108·7	114·2	114·5	114·6
272	Pharmaceutical chemicals	104·0	108·3	112·0	114·9	114·9
272	Pharmaceutical preparations	96·4	97·8	98·5	100·3	100·6
273	Toilet preparations	129·6	135·8	136·8	138·8	139·1
274	Paint	110·6	117·3	123·9	124·7	124·7
275	Soap	130·6	134·7	139·1	140·0	140·0
275	Soapless detergents	108·8	113·0	114·1	117·2	117·2
276/1	Synthetic resins and plastics materials†	99·5	101·1	103·5	103·7	103·7
279/7	Photographic paper and films and photochemical materials	119·6	125·0	127·3	127·7	127·7
311/2	Steel sheets	121·9	128·1	128·1	133·0	135·4
311/2	Tinplate	126·5	134·2	134·2	140·2	143·2
311/2	Other finished steels	131·5	134·7	134·8	141·0	143·9
312	Steel tubes	139·7	146·7	146·8	151·4	158·0
313/3 and 313/4	Iron castings	127·9	134·3	138·7	139·8	141·4
321	Aluminium and aluminium alloy products:					
	Rolled	141·9	148·9	148·9	148·9	148·9
	Extruded and drawn	140·7	152·0	152·0	152·0	152·0
	Castings	153·3	153·0	162·9	162·9	162·9
	Forgings	129·6	133·4	140·0	140·0	140·0
322	Brass ingot 63-35 B.S. 1400: B.3 delivered	284·2	219·0	212·5	231·1	212·0
331	Agricultural machinery	126·8	130·8	133·8	133·8	133·8
353/1	Dental goods	135·3	140·5	141·3	141·9	142·2
365/1	Gramophone records, etc.	104·6	106·5	111·6	111·6	111·6
368	Domestic electrical appliances	108·4	112·5	116·9	118·1	118·3
391	Tools and implements	136·0	144·7	148·5	149·7	150·9
392	Cutlery, spoons and forks	130·2	133·7	139·9	141·0	142·0
	Cutlery (other than razors and razor blades)	136·2	137·5	147·4	147·4	147·4
	Spoons and forks	157·3	159·7	169·0	169·0	169·0
399/6	Domestic hollow-ware	157·9	166·7	177·6	177·6	178·3
399/7	Vats, tanks, cisterns and other industrial hollow-ware	129·7	134·7	136·1	136·1	138·2
411	Man-made fibres	88·9	90·9	92·6	92·8	93·0
412, 414/5 and 415	Man-made fibres yarns	107·3	112·0	114·5	114·9	115·4
412/1	Cotton and cotton mixture yarns	143·7	147·5	148·1	148·0	..
413/1	Cotton cloth	143·4	147·9	149·4	150·1	..
413/5	Man-made fibres fabrics	113·1	115·6	117·2	117·2	118·2
413/6	Linen	134·3	140·9	142·8	143·4	143·4
414/1	Wool tops	83·8	75·4	72·6	72·7	74·6
414/2	Worsted yarn	103·2	98·0	97·1	97·8	101·6
415/1	Jute yarn	154·6	157·9	155·9	164·8	165·6
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	104·6	108·7	111·3	111·8	112·0
417	Hosiery and other knitted goods	98·6	100·2	100·8	100·8	100·9
419	Carpets and rugs	119·6	121·1	123·9	125·2	125·3
422/2	Canvas goods and sacks	110·0	116·7	117·9	117·9	117·9
431/1	Leather for footwear	135·8	135·7	134·0	134·6	..
432/1	Travel goods	124·0	126·9	134·7	134·7	134·7
441-449	Made-up clothing	114·0	119·2	120·9	120·9	121·0
441	Weatherproof outerwear	107·9	110·8	112·1	112·1	112·1
442	Men's and boys' tailored outerwear	112·2	122·6	124·2	124·2	124·4
443	Women's and girl's tailored outerwear	117·4	120·3	120·8	120·8	120·8
445/1	Women's and girls' light outerwear	115·6	117·7	118·9	118·9	118·9
450	Footwear	116·2	117·6	120·9	121·5	122·1
461/1	Refractory goods, including bricks	122·9	128·1	137·6	137·6	137·6
461/2	Non-refractory goods, including bricks	117·2	127·5	134·2	134·7	135·5
	Building bricks, fletton, common, *delivered*	125·9	145·8	145·8	145·8	145·8
	Building bricks, common, other than fletton, *ex-works*	126·4	136·1	145·1	145·9	149·0
462/3	Domestic china and earthenware	141·4	145·3	151·4	157·2	157·2
463/1	Glass (other than containers)	117·9	125·4	131·3	131·3	131·8
463/2	Glass containers	117·2	128·1	132·2	132·2	132·2
464	Cement, delivered	126·9	137·7	137·8	137·8	155·9
469/1	Abrasive paper and cloth	120·2	128·8	128·8	134·4	134·4
469/2	Cast stone and cast concrete products‡	113·7	123·2	125·5	125·5	127·4
471/1	Home-grown hardwood, sawn	118·5	123·7	127·7	128·4	129·2
471/2	Building joinery	138·3	144·9	152·6	152·6	153·3
472	Domestic furniture	126·5	131·2	136·2	137·2	137·4
473	Bedding, etc.	129·0	134·1	144·5	144·5	144·5
481	Paper and board	126·4	131·5	135·7	135·6	135·7
482/1	Cardboard boxes, cartons and fibreboard packing cases	134·8	143·0	145·9	146·3	146·6
482/2	Packaging products of paper etc.	124·2	132·6	133·2	133·2	133·2
	Paper bags	121·3	131·3	133·1	133·1	133·1
483	Manufactured stationery	129·3	140·9	145·7	147·3	147·3
484/1	Wallpaper	142·8	150·2	149·1	149·1	149·1
491/1	Rubber tyres and tubes	121·7	122·8	132·4	133·4	133·4
491/2	Rubber goods (other than tyres and tubes)	123·8	129·9	137·1	137·9	138·0
492	Linoleum and felt base	139·9	139·9	148·5	148·5	148·5
493	Brushes and brooms	126·0	127·0	130·8	130·8	130·9
494/1	Toys and games	127·4	128·6	138·1	138·3	139·6
494/2	Perambulators, etc.	124·4	127·9	134·8	134·9	136·1
494/3	Sports equipment	116·9	119·3	122·1	122·1	..
495/1	Pens and pencils	117·4	121·5	125·6	125·6	128·5
495/2	Other stationers goods	118·1	128·8	130·0	130·2	130·2
496/2	Plastics products (other than components and accessories)	98·3	101·2	103·7	103·9	104·0

† Revised figure for February 1971 = 102·6.

‡ Revised figures for January 1971 = 125·9, February = 125·5.

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1970		1971		
	May	Nov.	Mar.	Apr.	May
Hides and skins	135·7	128·7	127·4	140·3 p	143·6 p
Imported	136·1	132·0	135·8	143·6 p	146·6 p
Native	135·1	124·1	116·0	135·9	139·5
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144·4	144·4	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	288·7	196·0	206·4	226·4	201·3
Lead, ex-ship, wharf or warehouse†	208·9	186·6	178·3	178·5	176·3
Nickel, refined, delivered§	187·0	194·2	194·2	194·2	194·2
Tin ingot, min. 99·75%†	174·0	168·2	164·1	165·8	163·7
Zinc, ex-ship, wharf or warehouse†	160·8	161·0	156·3	156·3	158·6
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	131·8	129·8	134·7	132·6	125·5
Whale oil, crude	176·9	178·1	178·1	127·6	125·9
Pyrites, c.i.f., UK ports	149·7	153·2	140·0	136·2	..
Natural rubber	90·2	83·1	76·6	78·2 p	81·6 p
Sulphur, crude c.i.f. (for acid making)	124·9	124·9	124·9	124·9	124·9

	1970		1971		
	May	Nov.	Mar.	Apr.	May
Textiles:					
Cotton, raw	106·5	111·5	114·9	115·2	118·5
Jute, raw, PWC grades, c.i.f. Dundee	164·4	156·0	159·3	158·0	163·4
Jute, raw, PWB grade, c.i.f. Dundee	150·9	145·9	146·3	146·3	151·6
Silk, raw, delivered mill	168·0	169·0	158·6	154·3	148·6 p
Sisal, East Africa, No. 1 grade, c.i.f. London	46·1	42·3	51·4	53·4	53·7
Wool, raw	78·1	69·8	68·1	68·5	70·8 p
Crossbred, medium and coarse, c.i.f. UK	68·5	62·7	65·9	66·8	69·3
Crossbred, fine, c.i.f. UK	76·3	70·8	69·2	69·8	72·2
Merino, c.i.f. UK	84·3	73·3	69·8	69·8	72·9
Timber:					
Imported hardwood (ex-yard or wharf)	138·8	140·6	144·0	144·7 p	144·8 p
Imported plywood (delivered to consumers)	143·1	143·1	..	..	..
Imported softwood (delivered to consumers)††	137·5	141·1	143·6	..	..
Woodpulp, imported	139·5	147·0	149·9	150·1 p	150·2 p

† L.M.E. settlement price. †† Revised figures for January 1971 = 142·7, February = 143·1.
§ Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials purchased by broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1971		
		Mar.	Apr. p	May p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel purchased by manufacturing industry	133·5	136·0	135·6
	Basic materials	127·5	129·3	128·7
	Fuel	179·5	188·5	190·0
Orders IV to XVI	Basic materials and fuel purchased by manufacturing industry other than food, drink and tobacco manufacturing industries	136·7	140·7	140·2
	Basic materials other than fuel	129·3	132·4	131·5
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	127·8	127·4	127·3
263 to 277	Chemicals and allied industries	142·1	143·1	142·9
331 to 349 (excluding 342)	Mechanical engineering industries	187·0	192·9	194·6
361	Electrical machinery industry	179·7	185·2	185·5
Order X	Textile industries	103·4	104·4	105·8
Order XIV	Timber industry§	155·6	156·9	157·3
481 to 483	Paper industries§§	148·0	149·5	149·9
Order XVII	Construction materials	168·3	170·3	172·8
Part of Order XVII	House building materials	171·5	173·2	175·0

§ Revised figures for January 1971 = 153·8, February = 154·8.
§§ Revised figure for February 1971 = 147·7.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during May 1971 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	2,104	—	2,104
Over £100 but under £1,000	119	—	119
£1,000 but under £10,000	721	—	721
£10,000 but under £50,000	123	—	123
£50,000 but under £100,000	9	—	9
£100,000 but under £1,000,000	11	—	11
£1,000,000 and over	—	—	—
Total number	3,087	—	3,087
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	5,233	—	5,233

Companies registered in Great Britain in 1970 and 1971

	1970		1971	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556	2,323	3,961
March	2,464	5,098	3,136	7,720
April	2,556	7,657	3,210	16,525
May	2,322	10,323	3,087	5,233
June	2,670	6,097		
July	2,573	16,272		
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Trends in invisible transactions

Invisibles

£ million

	1968	1969	1970	1970†				1971†
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
DEBITS:								
Private services:								
Shipping:								
Freight and fares	333	333						
Time-charter payments	202	210						
Disbursements abroad	360	371						
Total	895	914	1,087	237	264	279	307	326
Civil aviation:								
Freight, fares, etc.	103	122						
Disbursements abroad	103	124						
Total	206	246	279	69	69	68	73	75
Travel	271	324	388	93	93	99	103	110
Other services:								
Films and television	22	28						
Royalties, etc.	87	100						
Miscellaneous	323	358						
Total	432	486	532	128	134	135	135	130
Total, private services§	1,809	1,970	2,286	527	560	581	618	641
Interest, profits and dividends‡:								
Direct investment	329	308	329	77	79	71	102	77
Portfolio investment	95	103	116	27	28	29	32	30
Oil and other	349	432	412	111	102	105	94	113
Total	773	843	857	215	209	205	228	220
Transfers:								
Private	257	253	254	60	64	62	68	59
Official	179	176	169	44	34	43	48	42
Government services	331	335	362	87	89	91	95	91
Total debits	3,344	3,577	3,927	933	956	982	1,057	1,053
NET BALANCES:								
Private services	+574	+656	+656	+182	+171	+154	+149	+132
Interest, profits and dividends	+325	+462	+514	+113	+143	+131	+127	+152
Private transfers	− 96	− 77	− 72	− 15	− 19	− 16	− 22	− 12
Government transfer pa ments	− 179	− 176	− 169	− 44	− 34	− 43	− 48	− 42
Government services	− 287	− 287	− 311	− 76	− 77	− 7	− 81	− 80
Net invisible balance	+337	+578	+618	+160	+184	+149	+125	+150

THE NET SURPLUS on invisibles, seasonally adjusted, in the first quarter of 1971 is provisionally estimated at £150 million, a rise of £25 million from the corresponding figure in the previous quarter, but not very different from the quarterly average during 1970.

The most substantial change this quarter was the increase in net receipts of interest, profits and dividends, a category which tends to fluctuate erratically from quarter to quarter. Credits in respect of interest, profits and dividends were slightly higher, with little change in earnings on overseas direct investment but higher earnings on oil and miscellaneous investment. Debits fell back in the first quarter from the high level reached at the end of 1970 with lower earnings on foreign direct investments in the United Kingdom (which were affected by strikes in some industries).

The net debit balance on shipping account was slightly higher in the first quarter. Payments for voyage-chartering of tankers were still affected in part by the high rates ruling at the end of 1970; there were also increases in freight on imports and other overseas disbursements.

In civil aviation, the adverse pattern which began to emerge as 1970 progressed, worsened in the first quarter of 1971 to the extent of just eliminating the net surplus on the civil aviation account for the first time since the mid 1950s. The principal cause was a drop in British Airlines revenue with no compensating decrease in expenditure. The net surplus of £15 million on British airlines operations was broadly offset by a net deficit of £15 million on overseas airlines operations.

Travel debits and credits were roughly in balance in the first quarter, following three years in which there had been a surplus on travel account. Expenditure abroad by United Kingdom residents was well up, but there was a slackening in the rate of growth in the number of visitors to this country from overseas which affected travel credits.

The net credit balance on other services (covering financial services, etc.) continued to rise, and the net debit balance in respect of Government service and transfer payments was slightly down on the previous quarter.

Note:

A more detailed discussion of invisible transactions in 1970 was contained in the previous note in this series which appeared in *Trade and Industry* on March 10, 1971. The previous note also contained more detailed notes and definitions on the composition of the invisible account of the balance of payments.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Paper and Papermaking Materials for March 1971
Imported Timber for April 1971
Wood Chipboard for April 1971

Quarterly at 37½p a year post free:

Rotating Electrical Machinery for Fourth Quarter 1970
Jewellery for Fourth Quarter 1970
Rectifier Plant for Fourth Quarter 1970

Civil Aviation Series:

Monthly at £1 a year post free:

Airport Activity for November, December and Year 1970
Air Passengers for November, December and Year 1970
Air Freight and Mail for November, December and Year 1970

Service and Distributive Series:

Monthly at £1 each a year post free:

Instalment Credit Business of Retailers for April 1971
Instalment Credit Business of Finance Houses for April 1971

Quarterly at 60p each a year post free:

Catering Trades for April 1971

Miscellaneous Series:

Quarterly at 37½p a year post free:

Overseas Travel and Tourism for First Quarter 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971, on page 679.

Invisibles

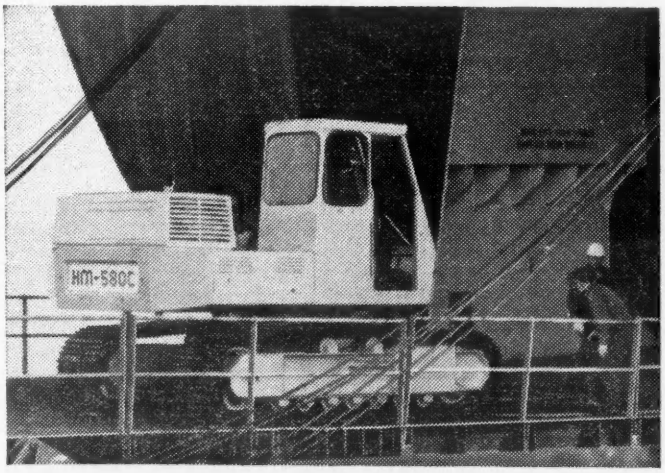
£ million

	1968	1969	1970	1970†				1971†
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
CREDITS:								
Private services:								
Shipping:								
Freight and fares	767	761						
Time-charter payments	57	61						
Disbursements of overseas shipping	131	137						
Total	955	959	1,075	253	264	271	287	302
Civil aviation:								
Fares, freight, etc.	178	218						
Disbursements of overseas airlines	57	69						
Total	235	287	316	77	79	79	81	75
Travel	282	359	433	105	106	108	114	109
Other services:								
Financial and allied	229	289						
Films and television	46	43						
Royalties, etc.	104	112						
Miscellaneous	527	577						
Total	906	1,021	1,118	274	282	277	285	287
Total private services§	2,378	2,626	2,942	709	731	735	767	773
Interest, profits and dividends‡:								
Direct investment	568	650	685	164	183	172	166	167
Portfolio investment	164	161	171	38	39	45	49	39
Oil and other	366	494	515	126	130	119	140	166
Total	1,098	1,305	1,371	328	352	336	355	372
Private transfers	161	176	182	45	45	46	46	47
Government services	44	48	51	11	12	14	14	11
Total credits	3,681	4,155	4,546	1,093	1,140	1,131	1,182	1,203

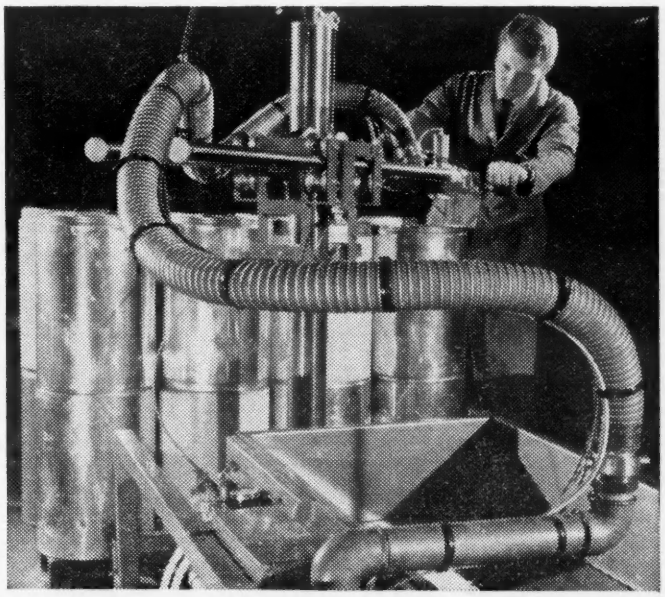
‡ An alternative breakdown is:

	1968	1969	1970	1970†				1971†
				1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Credits:								
Private sector	1,060	1,263	1,306	317	335	317	337	361
Public sector	38	42	65	11	17	19	18	11
Debits:								
Private sector	500	470	529	123	129	127	150	145
Public sector	273	373	328	92	80	78	78	75
Net balance:								
Private sector	+560	+793	+777	+194	+206	+190	+187	+216
Public sector	− 235	− 331	− 263	− 81	− 63	− 59	− 60	− 64

† Seasonally adjusted.
§ Including public corporations.



After watching with interest the operation of a five-year-old HY-MAC 580 excavator on a site, from a window of a London hotel, Canadian businessman Mr. W. W. Pickard, president of A. Pickard Machinery Ltd., asked the HY-MAC driver his opinion of the excavator and the address of the manufacturer. Within 24 hours, on the strength of the operator's recommendation and demonstration of the machine, the company placed an initial order for two HY-MAC 580C machines and signed a distributorship agreement with HY-MAC Ltd., to sell the excavator range throughout the Maritimes Provinces of Canada.



Streamlined filling of palletized drums at the Newhaven, Sussex, factory of Neumo Ltd., using the company's latest semi-automatic industrial machine. Neumo Ltd., whose foreign sales rose 125 per cent last year, are now exporting 35 per cent of production, with agents in Europe, Australia and North America.

Electronic capital equipment during the fourth quarter of 1970

Output

PROVISIONAL FIGURES issued today show that, although lower than the exceptionally high third quarter 1970 total, the value of the output of electronic capital equipment in the fourth quarter of 1970 was still at a high level, and appreciably greater than in the fourth quarter of 1969.

Including research and development, total output for the quarter was £169 million, of which £65 million was for export. These figures represent increases over the fourth quarter of 1969 of 15 per cent and 12 per cent respectively.

For the year 1970 as a whole, total output amounted to £666 million, an increase of 24 per cent over the 1969 figure of £535 million. Output for export was £251 million in 1970 against £194 million in 1969, and increase of 30 per cent.

These totals are made up as follows:

Total output of electronic capital equipment

£ million, current prices

	1969	1970	Change £ million	Change Per cent
Computers	141·8	209·1	67·3	*47*
Control equipment	64·3	78·7	14·4	*22*
Measuring instruments	41·3	44·1	2·8	*7*
Nucleonic instruments	5·0	5·5	0·5	*10*
Broadcasting equipment	17·1	12·7	– 4·4	*–26*
Radar	44·9	62·0	17·1	*38*
Navigational aid equipment	49·1	51·7	2·6	*5*
Radio communication equipment	57·9	67·3	9·4	*16*
Other goods	38·5	49·6	11·1	*29*
Other work	30·2	35·9	5·7	*19*
Total deliveries	490·2	616·6	126·5	*26*
Research and development	45·2	49·2	4·0	*9*
Total output	535·3	665·8	130·5	*24*

Exports

Electronic capital equipment has always been export-orientated, and the latest figures show that export performance is being maintained. Deliveries of hardware for export have doubled in recent years, and are accounting for a higher proportion of total deliveries thus:

£ million

	Total	Exports	Per cent
1967	367	126	*34*
1968	430	154	*36*
1969	490	190	*39*
1970	617	248	*40*

Fuller details appear in the table, but the increase in exports from 1969 to 1970 is noteworthy.

Orders on hand continue to fall

It was remarked at the end of the third quarter of 1970 that the level of orders on hand had declined, and this trend continued into the fourth quarter.

Orders on hand for electronic capital equipment

£ million, current prices

	Home	Export	Total
December 31, 1967	319	157	476
December 31, 1968	360	176	536
December 31, 1969	394	225	619
March 31, 1970	391	207	598
June 30, 1970	429	219	648
September 30, 1970	404	212	616
December 31, 1970	391	204	595

All the above figures include orders for computers which, at December 31, amounted to £207 million, of which £90 million were for export.

The fall in orders is more marked in the case of exports than in the home market, and this may be significant for the future.

Fall in numbers employed

The number employed in the capital sector of the electronics industry at the end of 1970 had fallen to 150,000, a reduction of 4,000 since September 30, 1970, but it should be noted that figures of employment tend to fluctuate.

Electronic capital equipment

Deliveries, R & D and other work

£ million current prices

	1968		1969		1970p		1970 1st quarter p		1970 2nd quarter p		1970 3rd quarter p		1970 4th quarter p	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	109·4	38·7	141·8	59·3	209·1	90·8	46·3	18·8	48·2	19·9	60·6	25·1	54·0	27·0
2. Industrial electronic control equipment	52·3	12·7	64·3	16·0	78·7	20·6	18·8	4·0	17·0	4·7	20·7	5·8	22·2	6·1
3. Electronic measuring and testing equipment	42·5	19·0	41·3	19·4	44·1	20·5	10·5	4·8	11·4	5·4	10·1	4·8	12·1	5·5
4. Nucleonic instruments and controls	5·3	1·1	5·0	1·3	5·5	1·5	1·5	0·3	1·3	0·4	1·3	0·3	1·4	0·5
5. Public broadcasting and ancillary equipment	10·0	4·7	17·1	7·4	12·7	6·8	3·2	1·3	3·3	1·7	3·4	2·0	2·8	1·8
6. Radar	95·2	41·7	44·9	26·3	62·0	32·3	17·4	10·6	13·3	7·0	18·3	10·1	13·0	4·6
7. Electronic navigational aid equipment			49·1	18·5	51·7	20·6	12·1	4·6	13·1	5·1	13·5	5·2	13·0	5·7
8. Radio communication equipment	52·1	22·3	57·9	26·4	67·3	35·9	18·0	10·0	19·2	11·5	14·5	6·6	15·6	7·8
9. Other electronic capital goods	38·2	10·0	38·5	11·9	49·6	16·6	13·8	5·1	11·9	2·9	12·1	4·8	11·8	3·8
10. Other work	24·9	3·5	30·2	3·8	35·9	2·9	8·9	0·8	8·1	0·3	9·0	0·9	9·9	0·9
Total deliveries	429·9	153·7	490·2	190·3	616·6	248·5	150·5	60·3	146·8	58·9	163·5	65·6	155·8	63·7
11. Research and development	42·8	3·4	45·2	3·4	49·2	2·7	11·1	0·5	12·3	0·8	12·4	0·5	13·4	0·9
Total output	472·7	157·1	535·3	193·6	665·8	251·2	161·6	60·8	159·1	59·7	175·9	66·1	169·2	64·6
12. Sales to other United Kingdom electronics manufacturers	10·2	—	10·6	—	19·7	—	4·3	—	3·3	—	5·7	—	6·4	—

Notes:
1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment and the Scientific Instrument inquiries
2. Item 10 covers the installation and field maintenance of capital equipment
3. Item 11 refers only to contract R & D. It does not include in-house' R & D for firms' own products
4. Item 12 is already included as part of the output of these other manufacturers in Total Output

p Provisional

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H OET, or by telephoning 01-828 3400.

Deliveries and orders in the engineering industries

PROVISIONAL FIGURES are now available for April, 1971, together with revisions to the provisional figures for the first quarter of 1971.

Activity in the first quarter now seems to have been somewhat less depressed than was suggested in the May report. Nevertheless, present indications are that between the last quarter of 1970 and the first quarter of 1971, there was no increase in total deliveries, a drop of 2 per cent in total orders on hand, and an 8 per cent drop in total net new orders.

The comparison of the latest three months with the previous three months shows some improvement in home deliveries and net new orders, but export figures continue to decline. Total deliveries are therefore increasing only slightly, net new orders and orders on hand show no significant change.

Engineering and electrical goods (S.I.C. Orders VII, VIII and IX) seasonally adjusted(†)

Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	137	132	183	150	142
1968 2nd quarter	104	122	124	96	122	127	129	125	117
3rd quarter	106	130	125	96	126	126	137	141	122
4th quarter	106	128	127	96	128	129	139	128	122
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quartar	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	137	133	100	133	131	175	148	137
2nd quarter	122	145	135	102	137	132	186	169	142
3rd quarter	123	138	137	103	139	134	183	134	143
4th quarter	125	140	134	106	137	130	183	148	147
1971 1st quarter p	122	128	134	103	123	131	183	142	143
1969 October	116	148	138	99	143	135	168	162	147
November	117	139	132	99	132	131	171	157	135
December	117	130	131	99	128	130	171	133	135
1970 January	120	155	130	102	147	128	176	176	135
February	119	122	131	100	119	130	176	133	135
March	118	135	138	100	134	136	175	135	143
April	119	137	134	97	110	133	185	213	137
May	119	131	128	99	141	127	181	101	130
June	122	169	142	102	160	137	186	194	157
July	122	126	131	101	124	130	186	130	131
August	123	152	138	103	150	136	188	157	141
September	123	136	142	103	143	136	183	116	156
October	123	135	135	104	135	130	181	134	152
November	125	152	132	106	140	127	186	185	143
December	125	132	136	106	134	132	183	124	148
1971 January p	122	109	132	103	102	128	181	127	145
February p	120	117	132	101	113	129	179	126	141
March p	122	158	138	103	153	136	183	173	143
April p	120	121	137	101	123	137	180	115	137
Average									
Latest 3 months	120	132	136	101	130	134	180	138	141
Previous 3 months	122	131	133	103	126	129	181	145	145
Percentage change (‡)	*– 1*	*+1*	*+2*	*– 2*	*+3*	*+4*	– 1	*– 5*	*– 3*

p Provisional
(†) At constant prices
(‡) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

Exhibitions and Fairs

Big orders won at Pro Aqua —Pro Vita

FROM THE BRITISH CONSULATE-GENERAL, ZURICH

This year's Pro Aqua – Pro Vita (June 8-12) was the fifth international exhibition held in Basle, which in addition to the traditional equipment and techniques for water and sewage treatment, included for the first time also air pollution and noise measuring and control equipment.

Participation of manufacturers of equipment and instruments has increased steadily since Pro Aqua was launched in 1958, and a total of 329 exhibitors from 15 countries took part in this year's event, covering an area of 10,402 m2 (1969 9,834 m2). The number of visitors has also increased from 22,000 in 1969 to 24,000 in 1971.

In addition to the display of machinery and equipment, a number of lectures on water and air pollution problems were given by recognized scientists and experts from Britain, the United States, Germany and Switzerland.

Of the 15 nations participating at the fair, Switzerland had the greatest share with 174 exhibitors, followed by 62 German, 49 American and 18 British firms, of which Britain and the United States had their own national stands.

The British joint venture stand with an area of 273 m2, sponsored by the Department of Trade and Industry, BNEC and the London Chamber of Commerce, had an excellent location on the ground floor of the principal hall near the main entrance.

The 12 British firms participating under the joint venture scheme were busy throughout the five days of the fairs duration attending to the many inquiries coming not only from Swiss traders and officials, but also from firms from all over Europe and even the Far East. Several other United Kingdom manufacturers exhibited at their own stands and many more were under the auspices of their Swiss agents.

This being a specialized trade fair, practically all inquiries received by exhibiting firms, came from people or companies engaged in the field of pollution control. It will not therefore be surprising if a relatively high percentage of inquiries received eventually develop into actual business.

Big order

A firm reporting very satisfactory results from Pro Aqua – Pro Vita are Universal Machinery and Services Ltd., Leeds, who sold nine incinerators of various sizes to buyers in France, Belgium, Holland and Switzerland to a total value of about £59,000. The British firm are certain that these sales were only possible because of their having demonstrated one incinerator throughout the exhibition.

Other British exhibitors participated for the purpose of finding agents for Switzerland and the surrounding countries. They also reported that in most cases one, or even more, canidates were found to be interested in taking care of their business on the continent.

The official opening of this year's Pro Aqua – Pro Vita, and the following press conference at the British stand, were attended by Mr. Ralph C. M. Duckworth of the British Water and Effluent Treatment Plant Association and Mr. Sam Black of the London Chamber of Commerce. Mr. Patrick Stobart, Director of British Export Promotion in Switzerland, made a tour of the British group stand which were also visited by Mr. Rex Bates and Mr. Ben Tottenham of BNEC.

The generally high quality of British engineering goods were commented upon also by foreign technicians and there is no doubt that British exports to Switzerland and the rest of Europe will eventually also increase in this sector of trade.

Sir John Eden to visit Paris International Textile Machinery Exhibition

SIR JOHN EDEN, Minister for Industry, will visit the Sixth International Textile Machinery Exhibition in Paris on June 25 at the invitation of the Fair organizers.

This year's exhibition will be the largest textile machinery exhibition ever to be held. It is staged every four years and on this occasion will be held in Paris for the first time. It was opened on June 22 and continues until July 1.

One hundred and eleven British firms occupying an area of 100,000 square feet of exhibition space will be participating in a joint venture group display organized by the Department of Trade and Industry and the British Textile Machinery Organization – TREX. British exhibits will include new chemical processes for the preparation of fabrics for dyeing and finishing, containers suitable for a variety of handling purposes for textile mills and various examples of spinning machinery and advanced British technology in textile machinery.

DTI services to industry on show

SERVICES to industry in both the export field and in production are being featured at the Department of Trade and Industry's stand at the Midland Engineering Exhibition, Granby Hall, Leicester, June 22-24.

Help to exporters—such as the Export Intelligence Service which, for a small fee, transmits selective information daily to individual firms on market opportunities throughout the world – is being shown, together with details of the free assistance provided by the Central Office of Information to support overseas publicity for British firms.

Typical examples of help given to industry through services which are supported by the Department, such as the Industrial Liaison Service and the Low Cost Automation Centres, are being shown. Representatives of the Department's Regional Office are available to discuss the various services available.

The National Engineering Laboratory, the leading Government sponsored mechanical engineering laboratory, is best known for its unique research, development and test facilities which are available for use by British industry. Part of this wide range of NEL activities is on display, including the full scale accelerated testing of engineering structures, forging techniques, air-bearing technology and engineering measurement and inspection.

The work of the Motor Industry Research Association is represented by a demonstration of how fatigue tests can be carried out on stub axles by simulating stresses met on the road. This cotributes directly to the safety of vehicles, and to reliability and economy of production.

Warsaw Book Fair

IN A REPORT on the 16th Warsaw International Book Fair puglished in *Trade and Industry* (June 9), Mr. R. C. Gowers was described as Assistant Secretary of the Publishers' Association (the export arm of the Book Development Council. He is, in fact, Assistant Secretary of the Publishers Association and also the Director of the Book Development Council which is the export division of the Publishers Association

More Frequent comprehensive Programme of Trade Promotions

Beginning with the July 1971 issue, the Programme of Trade Promotions published as a free supplement to *Trade and Industry* will appear quarterly, instead of every four months as at present. The new arrangement is intended to make it easier for firms by providing every three months a comprehensive programme of trade promotions looking ahead two years. The practice of publishing monthly amendments to the Programme in *Trade and Industry* will be discontinued.

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

European working group formed during Optometric and Optical exhibition

FROM THE BRITISH EMBASSY, THE HAGUE

FOR THE second time the International Optometric and Optical Leage (I00L) decided to hold their congress in Amsterdam as in 1957. The congress was organized by The Nederlandse Unie van Opticians (Dutch Association of Opticians), in co-operation with the Commission Europeenne d'Optique de Contact, and was held in the International Congres Centre RAI, Amsterdam from June 7-10. The congress was attended by about 400 opticians and ophthalmologists coming from 37 countries.

Simultaneously, an exhibition was held on the ground and first floor of the congress building. About 70 manufacturers of spectacle frames, sunglasses, lenses, cases, refraction instruments, contact lens instruments, measuring and control apparatus for contact lenses, coating machines, optical and mechanical equipment displayed their products coming from about 10 countries.

Thirty-five per cent of the standholders came from West Germany, 20 per cent from France, 12 per cent from the United Kingdom, 9 per cent from the United States, Sweden and Italy together, 7 per cent from Switzerland and the remaining 7 per cent came from Japan, Australia and Spain together.

Seven British firms, taking part in the joint venture and information stands supported by the Department of Trade and Industry and sponsored by the Association of Contact Lens Manufacturers, occupied a unique place on the first floor, as their stands formed really a contact lens centre. Only six other firms specializing in lenses were present, however, and were spread over the whole exhibition.

Working group

A new initiative was taken during the exhibition by Mr. P. Madden, Secretary to the Association of Contact Manufacturers, to form a European working group of distributors/manufacturers. Five firms would form the committee and the first meeting will be held in Paris next month. Committee members will come from the United Kingdom, France, Germany, Italy and the Benelux.

Nearly all joint venture participants reported an extremely high amount of interest from visitors, as well as substantial business obtained and that important extra business would result from the inquiries that had been received during the exhibition.

A manufacturer of contact lenses and equipment who had only been selling in the United Kingdom found agents in Belgium and Denmark. Another British company, being a last minute registration, was able to report a very high amount of orders and found during the fair distributors for his products in Holland, Denmark, Scandinavia, Belgium and West Germany.

The Commercial Counsellor, Mr. L. E. M. Taylor, accompanied by the Consul-General, Mr. R. S. Landale, visited the exhibition and toured the British stands on the third day.

British Calibration Service in Leeds

THE LEEDS ELECTRONICS Exhibition, which is being held from June 29-July 1 at the University of Leeds will again feature the British Calibration Service. A number of the participants in the exhibition have BCS approval for their measurement laboratories and the headquarters of the service will also have its own stand, number C24, where members of the professional staff will be available to answer questions and to provide advice on measurements. There are now over 50 laboratories approved to operate within BCS; of these 19 are located within 100 miles of Leeds.

The facilities of BCS laboratories are now very widely used by industry and are also relied upon by Government quality assurance organizations for measurement support in defence procurement. The arrangements for assessment and approval of laboratories, and for their subsequent supervision, provide all users of the Service with reliable measurements through the medium of British Calibration Service Certificates of Calibration. An important feature is that every measurement it traceable through a chain of measurements to United Kingdom national standards of measurement and hence to international standards. BCS headquarters checks the links in this chain so as to maintain confidence in the measurements made.

The intention to set up the British Calibration Service was announced in April 1966 and the first laboratories were approved in 1968. Facilities are provided in electrical, mechanical, flow, optical and thermal fields of measurement through the approval of suitable laboratories which are critically assessed in relation to published criteria for approval. Account is taken of all aspects affecting the reliability of measurements and the subsequent supervision of the laboratories involves quality checks on both measurements and the Certificates issued.

Any laboratory can join the scheme provided it meets the requirements; laboratories at present included are located in industry, in Government establishments and in educational institutions. Amongst the latter is the electrical and electronic standards laboratory of the University of Leeds itself. The Head of this laboratory is Mr. G. L. Bibby of the University's staff.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of April 7 issue.

Focus on the growth markets

THERE WILL be a strong emphasis on the growth markets of linen and workwear and towel cabinet hire as well as hospital laundering at the International Laundry, Dry Cleaning and Allied Trades Exhibition at Olympia, London from September 9-18.

Well represented, too, will be the new fluorocarbon solvent drycleaning machines, claimed to be more numerous than at any previous international exhibition.

With more than 150 companies already participating, launderers and dry cleaners from all over the world will be able to see the best equipment and supplies available.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0222 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham, 15 (021 643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (061-832 9111 - Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Visit to California

THE ENGINEERING Industries Association sent a trade mission – ENGTRADE 15 – to California on June 19. Twelve engineering firms are represented, under the leadership of Mr. Henk J. Holleman, the chairman of EIA's national export committee and a senior partner of H. J. Holleman & Co., international trade consultants. He led the first and second Engtrade missions to the United States and Canada in 1966 and 1967. Since then the EIA has organized five missions to Canada and the United States.

The mission will promote the sale of products ranging from optical and mechanical measuring instruments, machine-forged castings, automatic steering equipment, rolling mill and steelworks plant, aviation and navigational instruments to industrial tools. After spending one week in California members will visit other centres in Canada and the United States individually to promote the sale of their own products, returning to the United Kingdom on July 8.

In addition to other export activities, the Association's programme for 1972 includes further missions to North and South America, Japan, South Africa and the continent of Europe.

Trade mission to North America

THE BOARD of directors of the Manchester Chamber of Commerce and Industry have received a report from Mr. Esmond O'Hanlon, chairman of William O'Hanlon & Co. Ltd., and leader of the Chamber's Trade Mission which recently visited California and other North American markets.

The main target of the 10-man mission team, representing a wide product range, was the rich markets of the American Far West.

After spending the first week in California, during which the mission was assisted by the British Trade Drive Office in Los Angeles and the British Consulate-General in San Francisco, the members were able, independently, to visit other areas in the United States and Canada.

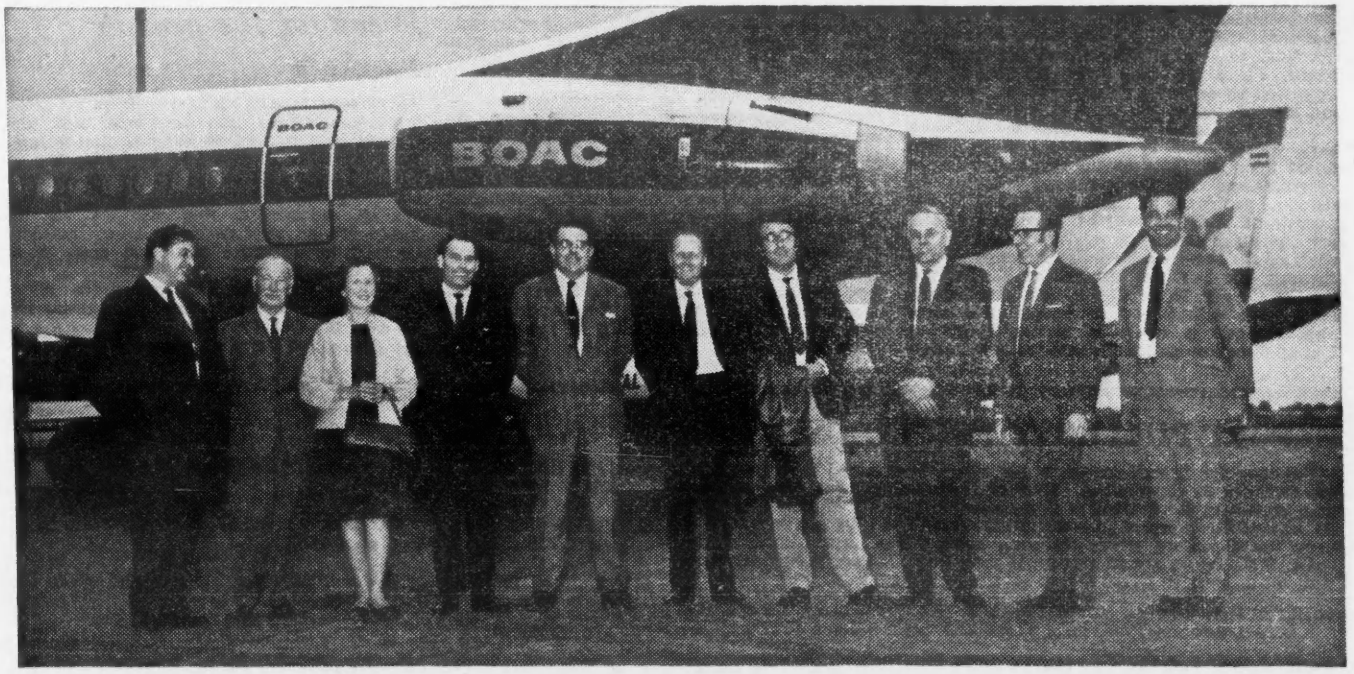
Mr. O'Hanlon said that the visit to California was, for most of the members, an exploratory venture. He was glad to report that, although the economic climate in California was currently giving rise to some concern (the level of unemployment there was the highest experienced in post-war years), the mission had been very well received.

Optimism in the future had certainly not deserted the Californians and such was the variety, dynamism and affluence of the market that good business was always a probability provided that the product offered was sufficiently attractive, which usually meant that it must have some special technical or aesthetic feature allied to competitive pricing and delivery.

Evidence of the mission's success in California was provided by firm orders gained and estimated future business resulting from inquiries which totalled £436,000.

After spending a week together in California members of the team travelled independently to other parts of the United States and Canada, including Vancouver, Chicago, Toronto, Montreal, New York and Washington. Their reports were equally encouraging. Firm business and estimated follow-up orders amounted to £348,000 in the United States (excluding California) and £71,000 in Canada. Overall, the mission anticipated sales in excess of £¾ million.

THREE-WEEK TRADE MISSION TO SOUTH AFRICA



A 10 member trade mission sponsored by the Electronic Components Board left London for South Africa recently. Led by Mr. E. H. Preston, export marketing manager, semiconductor division of Westinghouse Brake and Signal Co. Ltd., the party will be based in Johannesburg although the individuals will be following their own itineraries, visiting other centres in South Africa as well. The mission is timed to last for three weeks. Seen here before their departure are (left to right) Mr. M. J. Pitt, assistant sales manager, English Electric Valve Co. Ltd.; Mr. P. B. Renshaw, managing director, Daly (Condensers) Ltd.; Mrs. P. B. Renshaw, director, Daly (Condensers) Ltd.; Mr. E. M. Worster, sales manager, Electron Tube Division, EMI Electronics Ltd; Mr. E. H. Twaits, managing director, Amphenol Ltd.; Mr. J. L. Montigue, sales manager – Export, RIC Capacitors Ltd.; Mr. E. H. Preston, (mission leader); Mr. N. Girton, sales manager, M-O Valve Co. Ltd.; Mr. R. E. Bush, group export sales manager, Aerialite Ltd.; and Mr. T. H. R. Millbank, export sales manager, Morganite Resistors Ltd.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Record exports in first quarter

British Leyland Motor Corporation have announced record world wide car exports for the first three months of 1971. At 113,070 units British Leyland car exports were the highest first quarter figures recorded since the formation of the Corporation in 1968, and represent a 20 per cent increase over last year's comparable figure of 94,984.

The Common Market took the largest share of the increase with total exports to EEC countries of 38,879 cars compared with 27,309 during the first quarter of 1970, a rise of 42 per cent. Every EEC market has received more British Leyland cars this year including deliveries from the Corporation's two rapidly expanding assembly plants at Seneffe and Malines in Belgium. Exports to Belgium of built up and CKD cars more than doubled from 9,300 to 21,711. The Italian assembly operation in conjunction with Innocenti of Milan continues to expand satisfactorily.

Other export markets to demonstrate significant increases were Portugal, 3,885 cars – up 45 per cent; New Zealand, 5,772 cars – up 45 per cent; South Africa, 6,099 cars – up 50 per cent and the United States, 22,073 cars – up 22½ per cent.

Most notable pacemakers were the Mini, exports of which rose 30 per cent during the period, the Austin 1100/1300 – up by 50 per cent at 29,189 units and the top export selling sports car the MGB which clocked up exports of 9,070, an increase of 30 per cent.

Transmission equipment contract

Millbank Technical Services Ltd., London, have signed a contract with the Bahamas Electricity Corporation covering the supply, on credit terms, of transmission and distribution equipment to a value of £288,000.

The supply includes equipment manufactured by Fosters Transformers, Yorkshire Switchgear & Engineering, BICC Ltd., Hawker Siddeley Electric Export Ltd., and South Wales Switchgear Ltd.

Millbank Technical Services Ltd. is a commercial subsidiary of the Crown Agents who will be undertaking the placing of orders and shipment.

£67,000 contract for air conditioning

A new complex consisting of shopping centre, office block and residential apartments is currently being completed in Zeist, Holland. The office block has three floors with a total area of approximately 18,000 square meters, and will be fully air conditioned. The air conditioning system is to be supplied by Temperature Ltd., London, and will be based on 537 of the company's VersaTemp units, with a total cooling capacity of 930,000 Kcal/hr., and a total heating capacity of 1,162,000 Kcal/hr. The contract was won by Landaal/Shelde N.V. of De Meern, Temperature Ltd.'s agent in Holland and is valued in excess of £67,000.

The complex-designed by architect T. Hermans of Utrecht and built by Lisman and Lisman N.V., is situated in the centre of a new housing development. The office block is built over a shopping centre and on the upper part of the office storey is an 8-floor block of apartments.

Australia buys more HS 748 aircraft

The Government of Australia has placed an order with Hawker Siddeley Aviation for two Hawker Siddeley 748s to be operated by the Royal Australian Navy. The contract, valued at around £2 million, was signed in London by The Hon. Sir Alexander Downer, High Commissioner for Australia, and Sir Arnold Hall, chairman and managing director of the Hawker Siddeley Group. Delivery of the aircraft is scheduled for early 1973.

Powered by Rolls-Royce Dart R.Da.8 engines, the HS 748s will be fitted with navigational and electronic training equipment and will have a multi-role capacity. The interior layout will enable freighting operations to be carried out or, alternatively, seats for 20 passengers can be installed

These new aircraft will be basically similar to the 10 Hawker Siddeley 748s already in service with the Royal Australian Air Force.

Intercontinental hotel for Jamaica

Capable of accommodating 700 guests, a luxury hotel is to be built at Ocho Rios, Jamaica, by Cementation Overseas Construction Ltd. at a contract value of approximately £3.3 million.

Cementation's new hotel is to stand on a narrow strip of land which runs close to the shore line at St. Ann's Bay, one of the best known beauty spots on JJamaica's famous North Coast.

Client is Point Hotels Ltd., of Kingston, Jamaica, and the hotel is to be managed by the Intercontinental Hotels Corporation of New York.

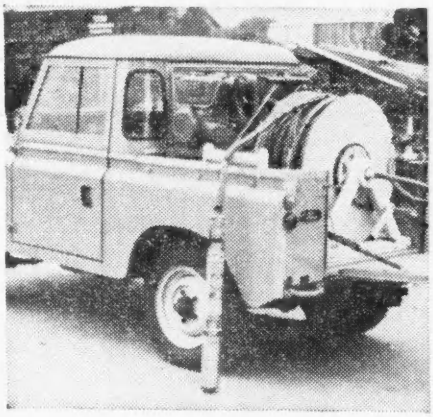
The 11-storey hotel will contain 357 double bedrooms each complete with its own balcony and bathroom.

All guest rooms and public areas are to be fully air-conditioned. An 'informal' restaurant and a 'speciality' restaurant are to be included as well as five private dining rooms, a cocktail lounge and a night club; there will be facilities for outdoor dining and dancing during the popular winter season.

A large ballroom with its own entrance and reception area is to be provided for in the general scheme; a children's recreation room, a billiard room and card room are to be included.

A landscaped area around the hotel will have full car parking facilities, tennis courts, a swimming pool, children's playground and a putting green. The hotel is only a short distance from the beach where provision is to be made for water sport activities.

This is the sixth large hotel to be built overseas by Cementation in recent years. The others are at Teheran, Tunis, Kampala, Fiji and Abu Dhabi.



This mobile well testing unit mounted on a Land Rover is to be used in Nigeria in the search for new water supplies. After a borehole has been sunk the pumping unit, consisting of a Stothert-Garvens electro-submersible centrifugal pump, will help determine the size of the final pumping plant. The equipment was supplied by Stow Engineering Co. Ltd., of Henley-on-Thames, under a contract obtained through the Crown Agents.

Cuban contract worth £16,000

An order has been received by APV Paramount Ltd., of Crawley, Sussex, from Sim-Chem Ltd., for spares for an ammonia plant now being constructed in Cuba for the Cuban Government.

The order includes 12 catalyst tube assemblies, 25 catalyst support assemblies and 50 catalyst support grids, to a total value of £16,125.

The spares are being supplied as a separate order and as a follow up to the original contract in respect of 200 assemblies for the same plant valued at £121,170 excluding the value of the static castings.

Staff secondment contract

International Aeradio has obtained an extension to an existing contract to provide a further 30 engineers to the Zambian General Post Office, bringing the total value of the contract to more than £220,000 per annum.

Announcing this news from the company's headquarters at Southall, near London Airport, Mr. J. P. Utterson, managing director, said that the additional staff to be seconded to Zambia are radio, electronic and telegraph engineers who will be responsible for the operation of the radio equipment used for the international radio network and the multiplex and associated equipment which forms part of the country's rapidly expanding internal telephone and teleprinter systems. 'This is a logical extension of our original contract which started in December 1969', he said.

The original contract covered the secondment of radio and microwave engineers for the maintenance of the transmitters and receivers of the international radio telephone service in Lusaka and the microwave link extending from Lusaka to Kitwe in the northern copper belt of the country.

Baggage handling system at Nairobi

Kenya Ministry of Works has awarded a £32,000 contract to Douglas-Rownson, the Basingstoke-based Baker Perkins company, for a fully automatic passenger baggage handling system to be installed at Nairobi International Airport. This will be in operation next month.

The system – designed to cope with the increase in passenger traffic until the new terminal has been erected – will include the company's specialized airport conveyors combined with their racetrack-type 'TransiTread' continuously circulating baggage reclaim conveyors.

Record rise in poultry exports

Ross Poultry Ltd's exports made a dramatic upward surge in May with a record increase of 69 per cent over the monthly average for the first four months of 1971. Consignments of day-old parent and grand-parent stock of Ross I broilers, and Sterling Apollo and Ranger layers totalling 210,000 birds left Heathrow on almost every working day of the month to all parts of Europe, the Mediterranean, East and West Africa, the Middle East, China and Japan.

Aviation equipment for India

Dowty Rotol Ltd., Cheltenham, will supply aviation equipment worth nearly £750,000 to Hindustan Aircraft Ltd. in Bangalore. The order is for landing gear and a range of hydraulic system components for the HF24 Maruta supersonic fighter and the HPT16 Kirjan jet trainer aircraft.

'This order is of particular significance because we shall not only export to India complete landing gear units and hydraulic equipment, but there will be also a carefully phased programme of deliveries of componet parts to Hindustan Aircraft,' said Mr. W. N. Squire, Dowty Rotol's managing director. 'This will help the Indian company gradually to take over responsibility for manufacture of our products in Bangalore under licence and so contribute to that country's economic growth.'

Dowty landing gear and other aviation equipment is also used to equip Gnat jet fighters and HS748 transport aircraft built by Hindustan Aircraft.

Whisky to the United States

With sales of 428,231 mixed cases, Cutty Sark Scotch whisky (which is privately owned by Berry Bros. & Rudd, London) held its lead in 1970 in the 18 American Control States where alcohol is a State monopoly. These official statistics are claimed to be highly significant, providing the only accurate confirmation of sales figures throughout a comprehensive cross-section of the Scotch whisky market in the United States.

In terms of mixed cases – from miniatures to gallon bottles – Cutty Sark gained 14.7 per cent of the Control State market, claimed to be 44,000 cases ahead of its nearest competitor. Annual export sales now run at over £13 million.

With a staff of less than 100, Berry Bros. & Rudd Ltd. earned almost £90 million in foreign currency over the past 10 years, representing shipments of some 250 million bottles of Scotch whisky to the United States – the world's largest and most competitive market.

Computers for sun satellites

Two Ferranti Argus computer systems will provide a vital part of the main electrical ground support equipment for the joint German/American Helios project which will launch two sun satellites in 1974 and 1975.

In the face of intense competition, the automation systems division of Ferranti Ltd., Manchester in co-operation with its German sales associate GRA of Wiesbaden – has won an order valued at about £260,000 to supply two Argus 500 computer systems to Messerschmidt-Bolkow-Blohm GmbH of Ottobrun, near Munich, a prominent German technical organization which is the main contractor for the Helios project.

The solar satellite project, under the direction of Gesellschaft fur Weltraumforschung mbH, the German space agency located at Bad-Godesberg, near Bonn, will launch two satellites – each using Atlas Centaur rockets – from Cape Kennedy.

The Automation Systems Division of Ferranti will supply two computer systems which will have a similar configuration; an Argus 500/2 high speed digital processor, magnetic tape backing store, line printer output, two System 120 visual display units and standard input/output modules.

Electric equipment for Jamaica

Two rolling contact voltage regulating units have been supplied to Alcan in Jamaica by Brentford Electric (a member of the GHP Group) for linking the Jamaica electric power utility's supply with the Alcan power system.

The power links are arranged with voltage control related to power factor, so effecting a power factor improvement on both systems. The units, which have been installed at Ewarton and Kirkvine, are rated at 6MVA and 3.5 MVA respectively. The larger equipment is operating at 12KV whilst the smaller operates on a 3.4KV system; in each case, the regulating units are capable of varying the voltage by approximately 20 per cent.

Cranes delivered to South America

Herbert Morris Ltd., Loughborough, have successfully completed manufacture, delivery and erection of five cranes for a South American shipyard.

The shipyard – Estaleiro Amazonia SA Estanave – is situated at Mandus, Amazonas, Brazil, 1,000 miles inland at the junction of the Rivers Negro and Amazon, and will eventually be capable of building 25,000 ton dw vessels.

Installation of the cranes was supervised by Morris erector Don White, who spent two months in this remote location.

To allow for the extreme climatic conditions – average daily temperature 35°C., 85-90° relative humidity – the cranes incorporate a number of special features. These include driver's cabins which are enclosed, but have no windows, thereby providing ample ventilation while protecting against rainfall. All motors and controllers are fitted with anti-condensation heaters.

Canadian orders for gears

Orders to a value exceeding £400,000 have recently been obtained by David Brown Gear Industries in Canada.

For two further mining projects named respectively Lake Carole and Knob Lake the David Brown Salford factory are to produce four sets of large ring gears and pinions for ore grinding mills, the ring gears being 38 ft. diameter by 34 in. facewidth and 36 ft. diameter by 30 in. facewidth respectively. The steel castings for these will be manufactured in David Brown's recently extended steel foundry at Penistone.

Also received over the last few weeks have been orders from David Brown Gear Industries (Canada) Ltd. for almost 1,000 standard Radicon worm reduction units in both the 'lubricated for life' adaptable range, and the larger 4 to 14 in. centres range. All these units will be shipped by container service from the company's Sunderland factory during the next eight weeks.

Collaboration in fusion research

A contract worth about £250,000 has been signed between Culham Laboratory, the United Kingdom Atomic Energy Authority's centre for plasma physics and nuclear fusion research, and the Institute for Plasma Physics, Jutphaas, Netherlands.

Under this contract British Insulated Callender's Cables Ltd. will supply capacitors, and Culham will supply the Dutch Institute with equipment developed for the fusion programme by the High Voltage Pulse Technology Group at Culham.

The equipment consists of capacitor banks having a stored energy of about 1,000,000 joules and associated switching systems, which will produce a current of 10 million amperes rising to peak value in a few microseconds (millionths of a second). It is based on similar equipment developed at Culham for the storage and rapid transfer of the large amount of electrical energy required to heat plasmas to the millions of degrees necessary for thermonuclear reactions to occur.

It will be used by the Dutch Institute to power their new screw-pinch apparatus SPICA, in which they intend to investigate the confinement of high temperature plasma.

The Jutphaas scientists are in close contact with the Culham group already working on apparatus where similar problems are being studied. Both the Culham and the Jutphaas teams are investigating systems in which the magnetic fields that contain the plasma away from the walls of the apparatus are used to maximum efficiency.

£1½ million figure reached

Sales of more than 500 Mark 8 transistorized display units, valued at approximately £1.5 million, are reported by Plessey radar and data systems divisions.

The Plessey Mark 8 series was launched in 1968. In the naval field, more than 200 of these displays have been sold all over the world.

Substantial deliveries of this equipment have been made recently to the Royal Navy, which uses the Mark 8 as the basic viewing unit for the presentation of radar, sonar and tote information in the new generation of guided missile destroyers.

Mark 8 displays are also used extensively at the recently commissioned London Air Traffic Control Centre at West Drayton, where they are employed for the display of primary and secondary radar data.

Plenty win urgent air freight order for Uganda

Plenty & Son Ltd., Newbury, have won an order for pumping equipment from a major oil company for their depot in Kampala, Uganda. Within four days of receiving the order, the pumps were air freighted to Kampala.

AIR TRAFFIC OFFICERS FOR ZAMBIA

International Aeradio Ltd., Southall, Middx., have signed a contract – initially for two years – with the Directorate of Civil Aviation of the Government of Zambia for the services of six air traffic control officers for duties at airports in Zambia.

The air traffic controllers being seconded for this contract have a minimum of five years' experience and hold licences for aerodrome, approach and area control duties. The first two controllers have already arrived in Zambia and the rest will take up their duties there following the redeployment of controllers from other parts of Africa and the Middle East.

Of the company's staff of more than 3,000, nearly 150 are licensed air traffic control officers currently undertaking aerodrome, approach, area or radar control duties at 17 airports in 12 different countries.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Goods and services for reactor

Millbank Technical Services Ltd., London, are supplying goods and services to the value of £276,740 to the Comision Chilena de Energia Nuclear (CCEN). The goods consist of laboratory and technical equipment for use with a nuclear research reactor recently purchased by CCEN from the United Kingdom.

Millbank Technical Services are a commercial subsidiary of the Crown Agents, who will be undertaking the placing of orders and shipment.

Sweden orders aviation equipment

SAAB, the Swedish aircraft manufacturer, has placed an order for Dowty aviation equipment worth £460,000. The order is for dual-input servo valves, made by Dowty Rotol at Staverton, Glos., which will be used in the flying control system of the SAAB Viggen, Sweden's supersonic 'tail-first' attack aircraft.

First order

An initial order for £10,000 worth of Bonser fork-lift trucks by a Lisbon, Portugal, company is the first export success to be recorded by Motive Electric Services Ltd., Birmingham. The order is the result of a recently initiated export drive for which Mr. Gordon Burton, newly appointed sales director to the company, has been responsible.

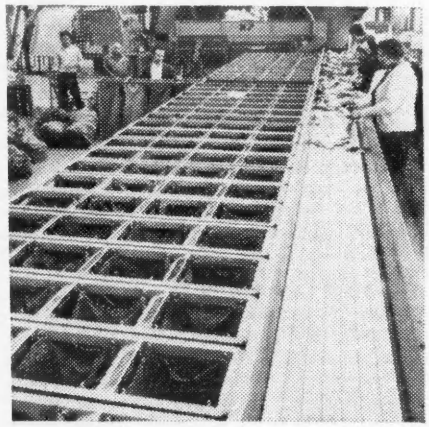
Zambian order for ventilators

An order worth over £75,000 to supply ventilators, also roof, wall cladding and day lighting, for the final extension to the Mufulira copper refinery in Zambia has been awarded to H. H. Robertson (UK) Ltd. by Selection Trust Ltd.

Started in 1951, the refinery has already had three major extensions, for which Robertson have designed and supplied all 310 large ventilators with 54-in. diameter throats.

The whole project has been designed by Selection Trust engineering division of London, and is a high bay/low bay construction. Daylighting on the monitor walls of the bays will be provided by Clearlight translucent sheeting. This is a glass-fibre-reinforced polyester (GRP), embossed to give good light diffusion, and is impervious to chemical attack.

Delivery of the materials from the company's Ellesmere Port and Welshpool (Montgomeryshire) factories will start in July.



A complete mail-handling system is currently being commissioned by GEC-Elliott Mechanical Handling Ltd., in association with GEC (New Zealand) Ltd. at the new Post Office Headquarters Building, Waterloo Quay, Wellington, New Zealand. Previously, mail handling facilities were carried out in three separate buildings, but the establishment of the Postal Centre within the new building will enable all operations to be combined in the one building. Our picture shows 54 retractable hoppers accepting sorted mail from the conveyor system.

WHISKY CONSIGNMENT FOR EUROPE

The first consignment of 12-year-old Laird of Logan Scotch whisky was shipped to Italy recently from Glasgow. Two thousand cases of the White Horse de Luxe blend will be distributed by GB Carpano Ltd., Turin, distributors for White Horse whisky in Italy. Our picture shows the whisky being containerized at the White Horse blending and bottling plant despatch department, Port Dundas, Glasgow.

£2 million plant for Italy

Air Products Ltd. have won a contract to build a 1,000 tons/day oxygen plant at the Taranto steelworks of Italsider, the biggest group within the Italian Finsider State Steel Corporation.

The order is the latest in a series of major contracts for cryogenic plant won by the sales team, headed by Mr. Jack France, director of sales of the company's cryogenic systems division. This, the largest oxygen plant contract ever won by Air Products in the steel industry, was awarded in the face of powerful competition from Germany, France and Italy.

Manufacture of cryogenic process equipment will begin immediately at Air Products' own works at Acrefair in North Wales. Fabricated units will be shipped from Britain in February 1972 and the first plant should come on-stream in September 1972.

The contract brings the total value of export orders for cryogenic plant announced by Air Products in the last month to over £4 million.

650,000-dollar order for compressors

A successful sales tour has brought a $650,000 order for portable air compressors for Bristol Pneumatic Tools Ltd.

The order, placed by Charles Horvath (Ptc) Ltd. of Singapore, for 'Bristol' ATS/191/PD2 model portable air compressors, has been announced by the company's managing director, Mr. Peter Slade, who led the sales mission.

Charles Horvath, the largest plant hire company in Singapore, already operate a fleet of 'Bristol' air compressors on major construction work in the colony, but this latest order was obtained in the face of intense competition from American and Japanese manufacturers.

Plant and equipment for Iran

Millbank Technical Services Ltd. have recently been awarded a contract valued at £3.36 million for the supply and installation of plant and equipment for a naval repair yard at Bandar Abbas in Iran. The contract was secured after international tender and MTS, as main contractor, will work in close association with a large number of manufacturers, including Rolls-Royce and Vickers, whose main equipment is used by the Imperial Iranian Navy.

500MW generators for Canada

Eight 500Mw hydrogen/water-cooled generators for Canada had successful proving tests recently at the Newcastle upon Tyne works of C. A. Parsons & Co. Ltd., a member of the Reyrolle Parsons group. The generators, with the rotating parts of the turbine-lines, are being supplied by Parsons through their Canadian associates, James Howden and Parsons of Canada Ltd., for installation in Ontario Hydro's Nanticoke generating station on the north shore of Lake Erie.

Even larger turbine-generators are being supplied by Parsons to Ontario Hydro – four 800Mw machines for the Bruce nuclear power station on Lake Huron. The first of these is now in the early stages of construction at Newcastle.

Australian contract

Pirelli Enfield Supertension Cables Ltd. have been awarded an order worth nearly £1.25 million by the Electricity Commission of New South Wales, Australia. Over 80 kilometres of the company's 132 kV oil-filled cable, together with accessories, is now being shipped for installation between two substations in the suburbs of Sydney.

Apart from the supply and installation of Pirelli Enfield products, the contract also specifies the laying of 27 kilometres of Australian-made pilot cable. Installation, jointing and testing will be supervized by engineers specially flown out from Pirelli Construction Co. Ltd. – a Southampton-based subsidiary company.

The contract was negotiated through Pirelli Enfield's Australian agent, Gilbert Lodge & Co. Ltd.

Record sales

Orders for Dowty Seals' companies soared last year to reach an all-time record of nearly £650,000 – a 65 per cent increase compared with the previous year, with the largest orders coming from the United States, Sweden and Germany.

The orders, from 15 countries, were for precision seals and mouldings for use in every major industry.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

CONGO (KINSHASA)/UNITED KINGDOM COMMERCIAL AGREEMENT: The Agreement on Commercial and Economic Co-operation between the United Kingdom of Great Britain and Northern Ireland and the Democratic Republic of the Congo, signed March 18, 1970, entered into force as from March 17, 1971. The text of this Agreement was published as a Command Paper (Cmnd. 4364 dated March 18, 1970) available from Her Majesty's Stationery Office, price 6p.

CRE Ext. 2334

FRANCE AND HUNGARY: The French *Moniteur du Commerce International* of June 7 published a Protocol for the year 1971 under the long term Trade Agreement of January 5, 1970, between France and Hungary. This sets out particulars and amounts of the bilateral quotas between the two countries for this year. Under the Protocol Hungarian exports to France will include horses for slaughter, sheep, agricultural products, fabrics, garments and knitted goods, tractors and mechanical and electrical equipment, while French exports to Hungary will include agricultural products, chemical and pharmaceutical products, rubber goods, textile and semi-processed goods for the textile industry, skins, leather, wood and paper, iron and steel and non-ferrous metals, industrial installations and equipment.

EDB Ext. 423, 408, 288

HUNGARY AND GREECE: According to a Greek press report a new long term trade agreement for the period 1971/75 was signed in February this year in Budapest between Hungary and Greece. At the same time a trade protocol for 1971 was signed under which Hungary will import from Greece in addition to other articles: tobacco ($2.1 million), citrus fruit ($1.0 million), sultana raisins ($1.0 million), cotton ($3.0 million), cotton yarn ($0.7 million) and fabrics ($0.55 million), skins and hides ($1.8 million), mineral ores ($0.3 million), fruit juices ($0.5 million), wines and spirits ($0.5 million), and building materials ($1.0 million), in return for livestock and meat ($5.0 million), timber ($2.0 million), metal products ($2.0 million), machinery ($2.0 million), cotton fabrics ($0.5 million) and chemical products $0.5 million).

EDB Ext. 420, 475

HUNGARY AND INDIA: According to a Hungarian press report a new long-term trade and payment agreement for the period 1971-75 was signed in Budapest in March between Hungary and India. Under the agreement, trade between the two countries is expected to increase at a rate of 10 per cent per year.

At the same time a trade protocol for 1971 was signed under which Hungary will export to India steel and steel industry products including tools, tractors, railway equipment, pharmaceuticals, chemicals and other goods. India will export to Hungary tea, coffee, tanned and semi-tanned leather, jute products, textiles, iron ore, chemicals, asbestos cement products, bathroom fixtures and machine industry products.

EDB Ext. 466, 467, 482

CYPRUS AND CZECHOSLOVAKIA: Two protocols to the existing Trade and Payments Agreement between Cyprus and Czechoslovakia were signed on May 10. They extend the validity of the lists of goods to be exchanged up to December 31, 1972, and amend the Payments Agreement.

EDB Ext. 471/2/3

JAPAN – AMENDMENT OF PATENT LAW: Japan has amended her patent law and the new law came into operation on January 1, 1971. The main amendment introduced is a system of deferred examination. Under this system all patent applications are to be laid open for public inspection 18 months after filing and examination is carried out only if a request for examination is made by the applicant or any other person within seven years from the date of application. Under a transitory provision applications which were filed on or before December 31, 1970, are being examined in accordance with the old law and the new system described above will apply only to applications made on or after January 1, 1971. A translation of the amending law is available for consultation in the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

UNITED KINGDOM AID TO DEVELOPING COUNTRIES – ZAMBIA: The London firm of Urwick, Lugg and Gould Ltd., have been engaged by the Overseas Development Administration under British technical assistance arrangements in response to a request from the Government of Zambia to carry out a feasibility study on the establishment of centralized poultry processing plants in that country. The consultants are to make a general survey of the existing poultry meat industry in Zambia, identifying and classifying the producers, processors, wholesalers and retailers and describing present production resources, feeding methods, processing and marketing facilities. They will then go on to assess the resources available to support an expansion of production, their efficiency and economic and marketing potential and to propose new processing units and rationalize and develop existing processing facilities to assist this expansion. The work is under the direction of the Senior Consultant, Mr. J. P. Goddard, with a team of specialists in marketing, poultry and engineering and two management economists. **CRE Ext. 2226**

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Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB) DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations, etc., may be seen on application.

General

Regulation (CEE) No. 1152/71 relates to the Communication of the data concerning the refunds on certain agricultural products exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L121 dated June 3, 1971).

Oils, fats and seeds

Regulation (CEE) No. 1151/71 modifies **Regulation (CEE) No. 615/71** in so far as it concerns the grant in advance of the refund on production for olive oils used in the manufacture of certain preserves (*Journal Officiel* No. L121 dated June 3, 1971).

Milk and milk products

Regulation (CEE) No. 1189/71 modifies **Regulation (CEE) No. 757/71** relating to the special procedures concerning the granting of aids for powdered skimmed milk intended as animal feedstuffs and skimmed milk processed into compound feedstuffs (*Journal Officiel* No. L124 dated June 8, 1971).

Flax and hemp

Regulation (CEE) No. 1215/71 relates to certain procedures concerning the framework provisions governing sale contracts for flax straw and hemp straw (*Journal Officiel* No. L127 dated June 11, 1971).

Regulation (CEE) No. 1195/71 relates to the procedures in respect of aid for flax and hemp (*Journal Officiel* No. L125 dated June 9, 1971).

Pigmeat

The *Journal Officiel* No. C59 dated June 11, 1971 contains the text of a proposed Regulation modifying the intervention system specified in **Regulation (CEE) No. 121/67** setting up a common organization of the markets in the pigmeat sector. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Cereals and rice

The *Journal Officiel* No. C59 dated June 11, 1971 contains the text of a proposed Regulation modifying **Regulations (CEE) Nos. 120/67** and **359/67** setting up a common organization of the markets in the cereals and rice sectors respectively. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Decision 71/205/CEE relates to drying and transporting certain cereals undertaken by the German intervention agency for the period 1970/71 (*Journal Officiel* No. L121 dated June 3, 1971).

Forestry plants and seeds – correction

Trade and Industry dated May 5, 1971 contained an announcement about **Directive No. 71/161/CEE** concerning the external quality standards of sylvicultural propagation materials marketed within the Community. The *Journal Officiel* No. L128 dated June 12, 1971 contains a correction to this Directive.

IMPORTS FROM NON-MEMBER COUNTRIES: Decision 71/202/CEE authorizes Member States to take safeguard measures with regard to the import of certain products originating in third countries and circulating freely in another Member State (*Journal Officiel* No. L121 dated June 3, 1971).

Decision 71/206/CEE authorizes Italy to exclude from Community treatment the parts and accessories for motor-cycles originating in Japan and circulating freely in other Member States (Common Customs Tariff No. 87.12 A) (*Journal Officiel* No. L121 dated June 3, 1971).

EDB Ext. 7174, 408

HARMONIZATION OF LEGISLATION – PUBLIC SUPPLY CONTRACTS: The *Journal Officiel des Communautés Européennes* No. C50 dated May 22, 1971 contains the draft text of a proposed Directive concerning the co-ordination of procedures for placing public supply contracts. The French text of this proposed Directive may be seen on application. It should be noted that the text of the Directive, when finally approved, may differ from the draft text referred to above.

CRE Ext. 2354/5

TARIFF QUOTAS: The *Journal Officiel des Communautés Européennes* No. L124 dated June 8, 1971 contains the texts of two Regulations setting up Community Tariff quotas for lead and zinc. Details of these quotas and their allocation to individual member countries are set out below. Details of the method of allocation and of the conditions attached to all the quotas, together with the French texts of the Regulations referred to below, may be obtained on application.

Regulation (CEE) No. 1183/71 relates to the opening, allocation and administration of a Community Tariff quota for (a) 140,000 tonnes of unwrought lead containing a minimum weight of 0.02 per cent silver, and intended for refining, (b) 65,000 tonnes of unwrought lead, other (refined lead) (Common Customs Tariff No. 78.01 A) at a 'nil' rate of duty for the period ending December 31, 1971. 188,550 tonnes of the quota have been allocated on the following basis:

(a) in so far as it concerns unwrought lead containing 0.02 per

(*Continued on next page*)

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EUROPEAN COMMUNITIES, *continued*

cent silver and intended for refining:

Germany	90,000 tonnes
Benelux	26,000 tonnes
France	50 tonnes
Italy	12,000 tonnes

(b) in so far as it concerns unwrought lead, other (refined lead):

Germany	18,000 tonnes
Benelux	24,000 tonnes
France	500 tonnes
Italy	18,000 tonnes

The remaining 11,950 tonnes and 4,500 tonnes respectively will form a reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 1184/71 relates to the opening, allocation, and administration of a Community Tariff quota for 30,000 tonnes of unwrought zinc (Common Customs Tariff No. 79.01 A) at a 'nil' rate of duty for the period ending December 31, 1971; 27,000 tonnes of the quota have been allocated on the following basis:

Germany	14,400 tonnes
Benelux	8,550 tonnes
France	450 tonnes
Italy	3,600 tonnes

The remaining 3,000 tonnes will form a reserve, available to member States who use 90 per cent or more of their original allocation.

EDB Ext. 7174, 408

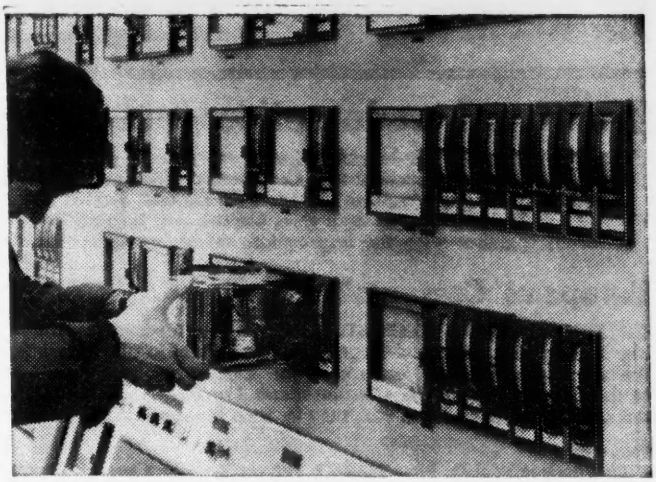
France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of May 30 announced that the following establishment should be added to the list of abattoirs and processing concerns in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities:

Name and address	Approval No.
Bowyers Ltd., Beechwood Factory, Plymouth, Devon	EWP 23

The following concerns should be deleted from the approved list:

Name and address	Approval No.
Leicester Slaughtering Co. Ltd.	EWS 12
Cambridge Abattoir, Cambridge	EWS 18
F.M.C. (Meat) Ltd.Abattoir, Exeter, Devon	EWS 20
St. Neot's Abattoir Ltd., St. Neot's, Hunts.	EWS 29
Public Abattoir, Cattle Market, Preston	EWS 32
Marsh and Baxter Co. Ltd., Castle Bromwich	EWS 42
Public Abattoir, St. Ives, Hunts.	EWS 45
Northampton Wholesale Meat Traders Ltd.	EWS 48
Georges Adams and Son Ltd., Fulney, Spalding, Lincs.	EWS 53
F. D. Mahoney Ltd., Ramsden Heath, near Billericay, Essex	EWS 55
Evesham and District Butchers Co. Ltd., Evesham, Worcs.	EWS 58
Barretts and Baird, West Bromwich, Staffs	EWS 59
T. Borthwick & Son Ltd., Swindon, Wilts.	EWS 62
Bowyers (Wiltshire) Ltd., Plympton, Devon	EWS 75
The Abattoir, Pontefract Lane, Leeds	EWS 76
T. C. Price Hordley Abattoir Ltd., Hordley, Ches.	EWS 80



Honeywell Ltd.'s VutroniK electronic miniature instrumentation is now in operation at the Mobile Oil refinery at Frontignan in southern France. It forms part of an expansion and modernization programme which has helped double the capacity of the refinery – from 1.73 million to 4 million tons per year. The programme has included not only the revamping of old units, but also the construction of various new items. The total investment was 170 million Francs (£13,000,000), out of which VutroniK instruments represent 1.3 million Francs (£98,000). Picture shows part of the VutroniK control panel.

The list of processing concerns published in the *Board of Trade Journal* of December 4, 1965 should be amended to read as follows:

Name and address	Approcal No.
Campbells' Soups Ltd., King's Lynn, Norfolk	EWP 1
H. J. Heinz Co. Ltd., Harlesden, London, NW.	EWP 4

The following change of name should be noted:

Hatherleigh Devon Meat Ltd. should now read: Chard Wholesale Meat Supply Co. Ltd. EWS 71.

EDB Ext. 423, 408, 288

Irish Republic

IMPORT QUOTAS: The Government of the Irish Republic has announced the following quotas under the Control of Imports Act 1934-1964:

Quota No.	Commodity	Quota Period	Quota
12	Silk or artificial silk hose of a value not exceeding £2·50 per doz. pairs	July 1, 1971 to June 30, 1972	3,000,000 pairs
28	Brushes, brooms and mops of a value of £1·50 and over per doz.	July 1, 1971 to June 30, 1972	160,000 articles
53	Brushes, brooms and mops of a value less than £1·50 per doz.	July 1, 1971 to June 30, 1972	900,000 articles
35	Sparking plugs and parts of sparking plugs	July 1, 1971 to June 30, 1972	400,000 articles
36	Laminated springs and parts of laminated springs	July 1, 1971 to June 30, 1972	A quantity equal in value to £75,000

EDB Ext. 466/7

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PARCEL POST IMPORTATIONS – TURNOVER TAX ON BOOKS: The arrangement whereby Turnover Tax is not payable when the declared value of goods in any parcel imported into the Irish Republic by post by persons not registered for Turnover Tax does not exceed £20 will no longer apply to parcels of books and booklets classified in Chapter 49 of the Customs and Excise Tariff which are assessed at Parcel Post Depots on or after June 1, 1971.

EDB Ext. 466/7

Jordan

CERTIFICATION OF INVOICES: The Jordanian Minister of Finance (Customs) has issued an administrative order allowing the clearance of goods accompanied by non-certified invoices against payment of a fine amounting to 2 per cent of the c.i.f. value of the goods.

EDB Ext. 420, 475

Ghana

IMPORT INSPECTION PROPOSALS: Telegraphic information has been received from the British High Commission in Accra that the Ghana Government has announced that with effect from July 1, 1971, the General Superintendance Company of Geneva is to inspect some goods for export to Ghana at the point of export. It is understood that letters of credit in respect of goods affected will only be valid if the documents include an inspection certificate. Payment for an order for which a letter of credit is established on or after July 1 will not be made by overseas banks unless the documents presented for payment include a clean report of findings issued by the Inspection Agency. Letters of credit established prior to July 1 may not be extended.

Where a 'Bill for Collection' is drawn for the importation of any affected commodity the bank making the transfer of currency for payment of such goods shall require a 'clean certificate of inspection' from the suppliers before effecting transfer. Any order shipped on this basis on or after July 1 must have such a certificate. The address of the Inspection Agency for Britain is Cargo Superintendents (London) Ltd., Supervise House, 5/12 Norton Folgate, London, E1 6NQ.

EDB Ext. 471/2/3

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 528, published in the South African *Government Gazette* of June 11, contains an application to the Board of Trade and Industries for increase in duty on the following:

Files (excluding high-speed steel files), side-cutting pliers with serrated jaws, with or without pipe grips, snipe-nose pliers with side cutters and serrated jaws, fencing pliers, gas and slip-joint pipe-grip pliers (including bent-nose type), diagonal-cutting and end-cutting pliers (not lever-assisted) and carpenters' pincers from 3 per cent *ad valorem* (general) and free (United Kingdom and Canada) to 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada).

Note: The duties appied for were imposed in terms of Government Notice R.878 of May 28, 1971, as interim protection and the application is now being published for general information with a view to further investigation.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to Commercial Relations and Exports Division.

CRE Ext. 2274

Thailand

IMPORT OF STEEL BARS: The Thai Ministry of Economic Affairs has issued a notification stating that no steel bars may be imported into Thailand without a special permit. The notification was effective as from May 24.

EDB Ext. 401, 406

REGISTRATION OF MACHINERY ACT: The Government of Thailand has enacted a law whereby machinery in Thailand may be registered for mortgaging or other juristic acts. The legislation became effective in April 1971 and copies of the act may be obtained from the Commercial Relations and Exports Division.

CRE Ext. 2252

Malaysia

IMPORT CONTROL: The Malaysian *Government Gazette* dated May 27 published the Customs Duties (Amendments Nos. 6 and 7) of 1971 which both amend the First Schedule to the Customs Duties Order 1968 by the substitution of new tariff rates (the old rates are shown in brackets):

Heading No.	Description	Unit of quantity	Federation Common Tariff
16.05	Crustaceans and molluses, prepared or preserved:		
130	Cuttlefish	Ton	30% (P) (20%)
61.05	Handkerchiefs:		
100	Of cotton	Doz.	25% or $3·00 per dozen whichever is the highert 25%)(P)
200	Of man-made fibres	Doz.	
900	Of other textile material	Doz.	

Note: (P) indicates that this duty extends to Penang.

The Customs (Prohibition of Imports) (Amendment) Order, 1971, amends the third schedule to the Customs (Prohibition of Imports) Order, 1969 (published in the *Board of Trade Journal* of November 12, 1969) by the addition of the new item:

Item	Description	Country
	Green turtle and Hawksbill turtle, including the shell, skin, calapee and oil of such turtles	All countries including West Malaysia and Sarawak

This means that the goods shown may not be imported into the State of Sabah except under specific licence.

The Customs (Prohibition of Imports (Amendment) (No. 2) Order, 1971, amends the Second, Third and Fourth schedules to the Customs (Prohibition of Imports) Order, 1969, by deleting the

(Continued on next page)

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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3

MALAYSIA, *continued*

words 'East Germany, Hungary, North Korea and Poland' appearing against items bearing Nos. 22, 8 and 13 and described as 'all goods' and substituting the words 'East Germany and North Korea.' The above item numbers relate to West Malaysia, Sabah and Sarawak respectively.

The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 4) Order, 1971, amends the First schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:	
100	Texturized synthetic yarn	All countries

This notice means that the goods shown are now prohibited from import into the Malaysian Federation unless under a special import licence.

EDB Ext. 469, 468, 401

SECOND FIVE-YEAR PLAN: The Malaysian Prime Minister held a press conference on May 27 to give some advance information on the Second Five-Year Plan which will be formally launched after its approval and adoption by Parliament at the next session in July. The Plan is designed to implement a two-pronged economic policy – the eradication of poverty among all Malaysians, irrespective of race, and the restructuring of Malaysian society to correct racial economic imbalance. It envisages that gross national product will grow at 6.5 per cent per year. It is estimated that the Plan will generate additional employment at an average rate of 120,000 jobs a year. Total development expenditure, by both the public and private sectors will be £1,952 million. The public sector will account for £986 million. The geographical distribution of the public sector allocation is: West Malaysia £803 million; Sabah £102 million; Sarawak £81 million. The main sectors of public development expenditure will be as follows:

	£ million
Agriculture and rural development	264
Commerce and industry	66
Transport	160
Communications	54
Utilities	104
Education	73

CRE Ext. 2143

Australia

TARIFF BOARD INQUIRY ON CATHODE RAY TUBE DISPLAY ENTRY TERMINALS: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of cathode ray tube display/entry terminals, an item of computer peripheral equipment. When imported as part of a computer system these goods fall within paragraph 84.52.910 of the Australian Customs Tariff. When imported separately they currently fall within sub-item 85.13.900. This reference has been made as a result of representations by local industry. Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Export Data Branch, Ext. 401, 468, 469.

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than July 6, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division quoting reference No. CRE 1774/71.

CRE Ext. 2318, 2319

TARIFF BOARD DUMPING INQUIRY ON ARTIFICIAL RESIN MOULDING COMPOUNDS OF THERMOPLASTIC TYPE: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether artificial resin moulding compounds of thermoplastic

type (tariff items 39.01.191, 39.01.199, 39.02.143, 39.02.191, 39.02.199) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on the goods concerned which are exported to Australia on or after June 4, 1971.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than July 7, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 1773/71.

CRE Ext. 2318, 2319

RESULT OF TARIFF BOARD INQUIRY ON SULPHUR AND SULPHURIC ACID: A notice was published in the *Board of Trade Journal* on November 1, 1968, to the effect that a reference had been made to the Australian Tariff Board in respect of sulphur and sulphuric acid. The inquiry has now been held, and as a result the Australian Minister for Trade and Industry has announced that the Government accepts the Tariff Board recommendation that it can most appropriately discharge its obligations to producers of pyrites and manufacturers who produce sulphuric acid from indigenous sulphur-bearing materials by payment of compensation, but has decided to continue the previous level of bounty payments for a further 12 months. This will give the industry a reasonable period of time to plan to meet the new circumstances. The Minister added that legislation will be introduced into the next session of Parliament to extend the relevant Bounty Acts from January 1, 1971 to May 1972. At the end of the bounty period, compensation will be made. The Minister said the Government had accepted the Board's proposal for basing compensation on the written down and realizable values of assets.

The Minister recalled that in the early 1950's the Government had actively encouraged the use of indigenous sulphur bearing materials. In 1959 the Government discontinued this policy but recognized that it had an obligation to those producers who had co-operated in the past policy. Since 1954, following adoption of recommendations by the Tariff Board, bounties have been paid both on pyrites and sulphuric acid produced from indigenous materials and sold in Australia. The Tariff Board was asked in what way the Government could most appropriately fulfil or discharge its outstanding obligations to these enterprises. The Minister explained that the Government had also accepted the Tariff Board recommendation that, apart from the assistance necessary to discharge the obligation, the production of pyrites and sulphuric acid from indigenous sulphur-bearing materials, should not be assisted. He added that the Board reported that, after considering the industry's protective requirements, the world sulphur outlook, and taking into account likely changes, assistance should not be given to Australian production.

CRE Ext. 2318, 2319

Uruguay

BULL SEMEN FREE OF DUTY: By Uruguayan Decree No.257/971 of May 13, 1971, frozen pedigree bull semen has been exempted from Customs duties, general import taxes (including the surcharge), consular fees and also the import tax. This concession remains in force until December 31, 1971. The destination of imported semen will be controlled by the Uruguayan Rural Association.

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SURCHARGES RAISED: On May 21, 1971 a Presidential Decree altered the surcharges which Uruguay places on most imports. The changes are as follows:

Old surcharge %	New surcharge %
15	25†
35	50
65	80
95	110
155	170
225	250

Exceptions to these new increases are as follows:

(a) Imports of merchandise on which Uruguay grants Tariff concessions when they are consigned from and have originated in member countries of the Latin American Free Trade Area.

(b) Merchandise classified in the Code of Merchandise as 'Capital Goods'.

†This new rate does not apply to items on which the surcharge was 15 per cent under the following categories:
Groceries and foodstuffs;
Saddlery, footwear and similar goods;
Fuels and lubricants;
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2

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Mexico

IMPORT DUTY AND TARIFF AMENDMENTS: A number of alterations have been made to the Mexican rates of import duty and also to the Tariff. The goods affected are as follows:

Tariff No.	Description	Rate of duty	
		Specific +	*Ad val.*
21.07 A 005	Preparations used in baking, pastry-making and the like; containing 32 to 36% proteins; fats from 2 to 5%; 49 to 53% carbohydrates; 5 to 9% minerals and 3 to 7% moisture	Free	42%
29.03 A 012	Alylsulfonate of sodium	Free	20%
29.08 E 006	Paramethane hydroperoxide	Free	19%
29.13 A 014	Methyl octane	Free	28%
29.22 B 009	Deleted		
29.22 B 074	Nitroaniline	Free	16%
29.23 A 073	Ethambutol dihydrochlorate	Free	16%
29.23 D 072	3-(3, 4-Dihydroxyphenyl)-L-alanine	Free	16%
29.26 A 009	Tetrahydrophthalimide	Free	4%
29.31 D 033	Perchloromethylmercaptan	Free	4%
29.35 C 221	O, O-Diethyl-S-(5, 7 dichlorobenzoxzol) ihosphoro-ditioate	Free	4%
29.44 A 120	Moeniming	Free	8%
30.03 A 164	Preparations with a basis of disodic salt of 1, 3-bis (2-carboxycromon-5-iloxy)-2 hydroxypropane; not in capsule	Free	35%
32.01 A 011	Extract from eucalyptus	Free	15%
38.11 A 191	Preparations based on O, O-diethyl-O-(2, 5 dichloro-4 bromophenyl) tionlphosphate	Free	5%
41.01 A 014	Of calf, weghing up to 7 kilegrams each	Free	3%
64.05 A 005	Soles or heels of wood, even when lined	Free	54%
70.14 A 011	Lenses or reflectors of borosilicates, recognized as designed exclusively for the building of light-houses or sealed spotlamps (sealed unit) for use on automobiles	Free	10%
84.11 A 010	Refrigerating motor compressors, hermetic within a sheet metal body, totally sealed, weighing up to 18·5 kilos, with a capacity not exceeding 1 h.p.	Free	26%
84.11 D 016	Recognizable as designed exclusively for the goods comprised in 84.11 A 012 and 013; when proved to the Directorate General of Financial Studies of the Ministry of Finance and Public Credit that the importation is made by undertakings whose programmes have been approved by the Secretary of State for Industry and Commerce	Free	15%
84.15 B 017	Machines or apparatus for producing carbonic ice	Free	25%
92.11 A 011	Apparatus for recording or reproducing sound by means of magnetic tape of a width of 4 mm. or more, whether or not presented in cartridge; when proven to the Secretary of Finance and Public Credit that they are destined for radio and television transmitting stations	Free	11%
92.13 A 013	Recording heads, for erasure or reproductions, for the items of sub-headings 92.11 A 001, 003 and 011	Free	10%

EDB Ext. 474, 476, 7312

Dominican Republic

PROHIBITED IMPORTS: By a Resolution published in the Dominican Republic on May 21, the following goods were declared to be prohibited imports:

Aldrin
Chlordane
DDT
TDE
Dieldrin
Endrin
Heptachlor

Also banned are any other products containing similar chemical composition to those goods mentioned above.

EDB Ext. 474, 476, 7312

Argentina

AMENDMENTS TO OFFICIAL VALUATIONS: A number of amendments have been made to the Argentine Official Valuations. The goods affected fall in the following headings:

Tariff No.	Description
29.29.00.06	Methylethyl-cetoxime
29.25.01.01	Urea
31.02.02.08	Urea
31.02.02.04	Ammonium sulphate
82.05.05.01	Cylindrical and cone shaped drill bits
85.20-01.08 and 85.20-01-90	Electricincandescent lamps and fluorescent tubes
85.24.02.00	Arc lamp carbons used in cinemaphotography, etc.

EDB Ext. 474, 476, 7312

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5 57). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) together with the appropriate telephone extension number.

Panama

BUSINESS VISITORS TO PANAMA: A recent Panamanian Decree requires persons visiting Panama for the purpose of doing business to register with, and obtain a carnet from, the Department of Commerce and Industry.

EDB Ext. 477

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United States

STATE 'BUY-AMERICAN' PROPOSALS: *Trade and Industry* of March 31, gave notice of the introduction of three 'buy-American' bills into the State legislature of New York State, Texas and Connecticut. These bills, which were designed to restrict the purchase of foreign goods by the respective State authorities, have failed to pass the State assemblies for the current session.

CRE Ext. 2647

SAFETY AND HEALTH STANDARDS: Following the announcement in *Trade and Industry* of June 9, 1971 about new health and safety regulations for United States construction workers, the United States Department of Labour has now published health and safety regulations covering other industries. The new regulations are adopted from existing standards by the American National Standards Institute and the National Fire Protection Association and cover such things as fire protection, protective clothing, guards on machinery, handling and storing of certain materials and environmental controls (as well as several others).

EDB Ext. 455/6/7

TARIFF COMMISSION INVESTIGATIONS – POTTERY AND TV RECEIVERS: The United States Tariff Commission have instituted two escape clause investigations under 301(b) of the Trade Expansion Act of 1962 to determine whether the following products, are, as a result of trade agreements, being imported into the United States in such increased quantities as to cause or threaten to cause serious injury to domestic industry:

1. Television receivers provided for in item 685.20 of the TSUS.
2. Fine grained earthenware, fine grained stoneware, non-bone chinaware provided for in items 533:14, 16, 23, 25, 26, 28, 63, 65, 66, 68 of the TSUS.

A public hearing will be held commencing August 24, 1971.

A public hearing will be held commencing September 21, 1971.

Persons interested in submitting evidence to these hearings are advised to obtain details from the Commercial Relations and Exports Division relating to procedure for entering appearance and the submission of documents.

CRE Ext. 2397

Canada

FISH INSPECTION REGULATIONS: The Canadian Government have issued new regulations in respect of the inspection of fish and containers intended for export or import. British exporters may, on application, obtain copies of the regulations. Reference Order in Council 1971-935 of May 18, 1971.

EDB Ext. 455/6/7

HAZARDOUS PRODUCTS (GLAZED CERAMICS) REGULATIONS: *Trade and Industry* of December 9, 1970, contained a notice about proposed regulations under the Hazardous Products Act respecting the sale, advertising and importation of glazed ceramics that are hazardous products. The regulations have now been issued in Order in Council P.C. 1971-841 of May 4, and state that a product may be advertised, sold or imported into Canada if the product, upon being subjected to the test described in the regulations, does not release lead in excess of seven parts per million calculated in the manner also laid down in the regulations. British exporters may on application obtain copies of the Order in Council.

EDB Ext. 455/6/7

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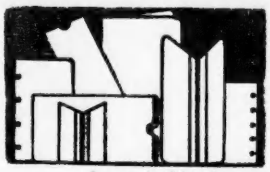

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